

CANADIAN GROCER

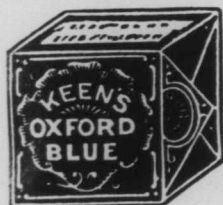
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JULY 9, 1909.

NO. 28.



It is Merit and Merit Only

that has placed

Keen's Oxford Blue

at the head of all laundry blues in the world. It has in consequence had scores of imitators but never an equal.

FOR SALE BY ALL JOBBERS

Frank Magor & Co., 403 St. Paul Street, Agents for the Dominion, Montreal

Anything that tends to make your customers' housework a pleasure, deserves your consideration and support.

Ordinarily the question of STARCH is a serious one with the house-keeper, but

Benson's "Prepared" Corn

For Cooking Purposes

AND

Edwardsburg "Silver Gloss" Starch

For the Laundry

make it easy for all these labors.

It Pays to Sell Only the Best

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal, P.Q.

THE CANADIAN GROCER

SURPRISE SOAP

Wrappers are Red and Yellow



"SURPRISE" Soap is sold all over Canada.
It has been on the market for a generation.

Its sale is increasing year by year.
Quality is the secret of this success.

A Pure Hard Soap

THE ST. CROIX SOAP MFG. CO.

Factory at St. Stephen, N.B.

Branches: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, WEST INDIES

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Griffin DRIE

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Prunes.

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that sell

"QUALIT

The Best Only — Always the Best

Griffin & Skelley's DRIED FRUITS

"The pick of the pack" from the finest vineyards and orchards on the Pacific Coast. Peaches, Pears, Raisins, Apricots, Nectarines, Dried Plums and Prunes.

Taylor's

Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard.

Peels

QUALITY COUNTS

"Thistle"

The Brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, Wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

"STOWER'S" Lime Juice Cordial

is sweetened to suit the most fastidious palates. No hunting for sugar. Add water and you have the best and most wholesome summer drink.

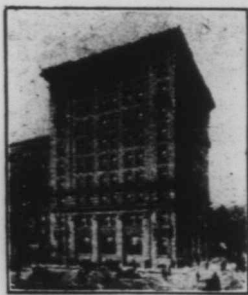
Palatable — Profitable
Has no musty flavor

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN"

Remember this one sure fact,
every time you try to sell inferior quality, and what it really means to your success.

THE BEST DEALERS SELL

Arthur P. Tippet & Co.



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

FACE TO FACE BUSINESS

I am on the job all the time. Why not give me a trial?
Grocery and Confectionery Brokerage my Specialty
G. WALLACE WEESE
Manufacturers' Representative. 30-32 Main East
Let's get close and talk it over—Now **HAMILTON**

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE, HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago. Pork and Lard.

STORAGE IN OTTAWA

We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located.

Secure Our Low Rates,
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

D. STAMPER

GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track.
P.O. Box 793 MOOSE JAW, SASK.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.

Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines.

BEANS

ON THE SPOT
HOW MANY?

W. H. MILLMAN & SONS
GROCERY BROKERS,
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Importer, Manufacturers' Agent and Commission Merchant.

Ceylon Teas, Coffees, Spices, Canned Goods, Grocery and Drug Specialties.
Can handle more Good Lines.

G. C. WARREN
Established 12 Years. REGINA, - SASK.

W. G. A. LAMBE & CO.

TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Whole Halves and Broken
SHELLED WALNUTS

also

2, 3 and 4 Crown
SHELLED ALMONDS

LIND BROKERAGE CO.
23 Scott Street Toronto

Merchants, Manufacturers
and Shippers

We desire correspondence with you if you want active representation in the West. We give special attention to Grocers' lines, and have salesmen covering the West.

Good track storage.

Advances made on consignments.

J. D. Brack & Co.
Wholesale Brokers
WINNIPEG

WINNIPEG STORAGE

TRACK WAREHOUSE

Consignments solicited, stored and reshipped to order

K. J. JOHNSTON
Wholesale Commission Broker.
Box 122 Winni, eg. Reference, Bank of Commerce

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

To

Brokers and Manufacturers'
Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you
if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER
Montreal Toronto Winnipeg

Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods?

Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to

10 Garfield Chambers, Belfast, Ireland.

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A card to

When you are figuring on Canned Goods for fall delivery, do not overlook

“ANCHOR” Brand Canned Fruits and Vegetables

We are quoting, on some lines, at prices that show a decided advantage to place your orders NOW.

WRITE US OR SEE OUR TRAVELLERS

EBY - BLAIN, LIMITED

Wholesale Grocers TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade costs you	30c.	per lb. in lead packages.
50c.	“ “ “	35c.	“ “
50c.	“ “ “	35c.	“ in 5lb and 3lb fancy tins.
50c.	“ “ “	36c.	“ 1lb and 1/2lb “ “
60c.	“ “ “	42c.	“ in lead packages
75c.	“ “ “	50c.	“ “
1.00	“ “ “	70c.	in 1/2lb fancy tins
1.00	“ “ “	72c.	“ 1/4lb

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited
266 St. Paul St., MONTREAL

Perfect Vinegar



requires no persuasive salesmanship. It is by far the easiest to handle and the most satisfactory to sell.

Being of delicious flavor, full and rich, it is used more often and more liberally at the table than the inferior grades, and is naturally in more constant demand.

White Cottell & Co's Vinegar

is perfection, of guaranteed strength, rich in aroma and flavor. Keeps well and always gives satisfaction.

CANADIAN AGENTS:

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.
Messrs. G. Stanway & Co., Toronto.
Mr. Kenneth H. Munro, Montreal.
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

White Cottell & Co.

Camberwell, S.E., LONDON, ENG.

Poulton & Noel, Ltd.

London, England

English Preserved Provision Manufacturers

Are Coming to Canada

With their well-known Brand in Glass Moulds and Tins.

English Rolled Ox-tongues, Pates

Potted Meats of all kinds—Jams, Marmalade, Pickles, Sauces, Etc.

Awarded Fifteen Gold and other Medals for

Excellence of Quality

Guaranteed Pure and all Packed in England

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V

Wm. C
Halifax
Macau

PERMANENT PATRONS

are the kind which help you make a success of your business. You may secure them so far as canned fruits and vegetables are concerned by selling the

RIVERDALE BRAND

They represent the acme of canning perfection, purity of product and deliciously, well preserved natural flavor which particular people enjoy and appreciate.

The **LAKESIDE CANNING COMPANY Limited**

WELLINGTON,

ONTARIO

ROWLEY'S Valencia Raisins and Almonds ARE THE BEST

If they were not we could not sell the quantity we do.

AGENTS IN CANADA:

Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; W. H. Escott, Winnipeg; Shallcross, Macauley & Co., Vancouver, Victoria and Calgary; J. A. Kavanagh, Hamilton, Ont.

IT'S ALL IN THE TASTE

That is, so far as the public is on the surface able to judge; but back of it in all canned fruits and vegetables there should be a definite assurance that the products are pure and the process sanitary and the preserving done without the aid of any chemicals or coloring matter.

OLD HOMESTEAD BRAND Canned Fruits and Vegetables

are pure. Here is what a leading Canadian paper says:

"An argument against the use of chemical preservatives in foodstuffs not easily got over is that in good food products they are not necessary to their preservation, while the use of them at all makes it possible to palm off inferior articles on the public. All foods which contain preservatives are open to suspicion."

Old Homestead products are like
Caesar's wife—Above Suspicion.

ORDER FROM YOUR JOBBER

The Old Homestead Canning Co.

Picton,

Ontario

There is
distrust

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You know
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There is no doubt, no experiment, no feeling of uneasiness or distrust when you handle

E.D.S. BRAND JAMS and JELLIES



You know that you are placing before your patrons a product that is positively pure, of the highest quality, with the natural flavor retained, packed in an absolutely air-tight receptacle. No chemical preservatives—only pure sugar.

E. D. Smith's Fruit Farms, Winona, Ont.

AGENTS

W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.



THE
PUREST

AND
BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER
ALWAYS READY—NEVER FAILS

A QUICK SELLER
EVERY CAN GUARANTEED

Manufactured by



**St. Charles
Condensing Co.**
INGERSOLL, ONTARIO
CANADA



"EDINBURGH'S PRIDE"

EVERY BOTTLE OF

Symington's "Edinburgh" Coffee Essence



does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co. EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Good Coffee

Coffee better than the average.
Coffee superior to others.
Coffee so exquisite in flavor.

That people want it again—and again. That's what

Aurora Coffee

is. The best money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie

CRYSTAL SUGARS

Retailers throughout Canada handle them.
You deal direct with the factory.
Standard, Fine, Coarse, Berry, Powdered.
The best for PRESERVING.
Always the same, the best.
Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.

BEST

according to Webster's Dictionary means
EXTREME OF GOOD

Applied to **Molasses** it means

GINGERBREAD

In Tins, 2's, 3's, 5's, 10's

ALSO IN BULK

There are plenty of Goods nearly as good, but remember there is only one BEST. It requires very little extra effort to specify Gingerbread when ordering from your wholesaler, but it means a lot to your customers in extra quality.

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

WHICH DO YOU PREFER?

Something that sells well by reason of its name, worth, reputation and acknowledged superiority, or a slow moving article, one that requires an awful lot of talking, pushing and explanation to palm off on your customers? Herein lies the difference between

SNAP The Original Hand-Cleaner

and certain other preparations patterned after it but possessing little of the qualities which have made SNAP FAMOUS.



BUY FROM YOUR JOBBER

THE SNAP CO., Limited
MONTREAL CANADA

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LANGLEY

OLIVE

GREEN

W. HAR

B. G. F

600 Lindsay I

McCORMICKS



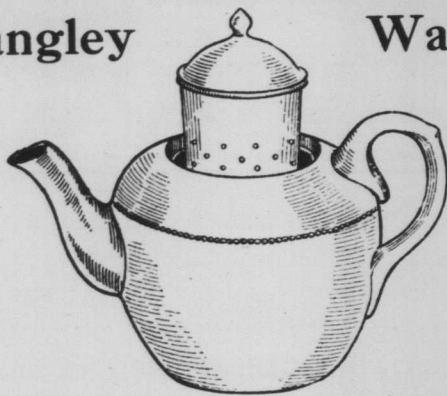
Tell your customers to think of the most delicate---the most delicious--the most unique delicacy they ever even hoped for, and they'll find it in this wonderful new creation: McCORMICK'S ELITE FINGERS.

The richest and most delightfully-flavored (banana)---the most artistic and fascinating design (elegantly embossed). Nothing similar ever before produced. Served with Ice Cream or fruit they afford a rare treat heretofore unhoped for.

The demand is sure to surpass our fondest expectations, so order your supply real early.

Factory at London. Warehouses at Montreal, Ottawa, Hamilton, Kingston, Winnipeg and Calgary

Langley Ware



LANGLEY
OLIVE
GREEN



COCOA
JUGS

British Columbia and Yukon Territory Agents
W. HARRY WILSON & CO. Vancouver

Alberta Agents
B. G. BEDLINGTON & CO. Calgary

Sole Agents for Canada
CARVETH & COMPANY
600 Lindsay Building : : Montreal

There's Only One Salt

that will satisfy the discriminating
Canadian housewife. That's

Windsor Salt



with this trade mark on every bag. If you cannot supply it she is apt to trade where they can.

The Canadian Salt Co., Limited
Windsor, Ont.

No More Drudgery



Hundreds of progressive merchants are yearly getting rid of their old hand coffee mills and purchasing ROYAL electric in their places.

No more drudgery and wasting of valuable time now. The ROYAL does it all. One cent's worth of electricity will cut 50 pounds of coffee on the ROYAL.

Merchants find the guaranteed ROYAL to be the best and hardest working salesman in their stores. They find them the cheapest, too. Ask any dealer who owns a ROYAL.

The Best Mill in the World at the Least Cost to you.

Send to-day for a copy of our latest catalogue that tells all about the ROYAL.

The A. J. Deer Company
1019 West Street : : : Hornell, N.Y.

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"
"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

Time for Caution



The market in Canned Goods continues so very active the temptation will be to buy inferior grades rather than pay FAIR PRICES for NEW PACK.

We are completely sold out of 1908 pack and we intend maintaining the standard of "ESSEX BRAND" rather than lower the QUALITY to meet present competition.

HOLD FAST to the BRAND that has given you PERFECT SATISFACTION.

It will pay this year above all other years.


THE ESSEX CANNING & PRESERVING COMPANY

Head Office: - ESSEX, ONTARIO LIMITED

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INFORMATION is PROTECTION

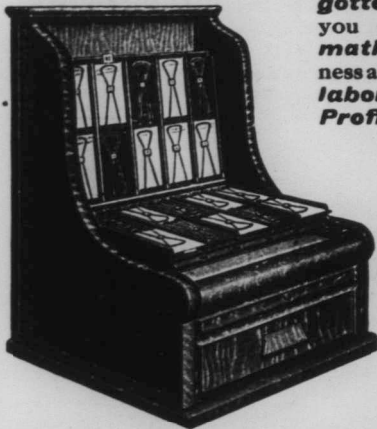
PROTECTION is PROFIT

You have no protection if you do not know at all times how all your accounts stand.

Most systems of handling accounts require too much valuable time and expense to furnish the information.

If you can *save* this time and expense you are *saving profit*.

The McCASKEY ACCOUNT REGISTER SYSTEM *protects you from errors, leaks and forgotten charges, gives you complete information about your business and saves you time, labor and expense—Profit.*



LET US TELL YOU HOW

The McCASKEY REGISTER CO.

Cor. Hughson & Rebecca Sts.

HAMILTON, CANADA

A grocer is interested in building up the best class of business, rather than that which counts for less. Here is the advantage in offering customers

STERLING BRAND PICKLES

A pickle, or relish, one can always recommend with every confidence.

Order from your grocer or direct from manufacturer

The T. A. Lytle Co., Limited
Sterling Road Toronto, Can.

Old Friends Are Best

An old friend that has stood the test of years is

Cooper Cooper's Delicious Tea

"Tea Plant" Brand

Packed in 1/2 lb. sealed canisters

at 40—50—60 cents per lb.

You **MUST** Stock Cooper Cooper's Tea if you stock the **BEST**

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D. Stamper, P.O. Box 793 Moose Jaw, Sask.
W. S. Clawson & Co., 11 and 12 South Wharf, St. John, N.B., Canada
W. S. Silcock, 33 St. Nicholas Street, Montreal

Head Office—71 & 73 Tooley St., London Bridge, S.E. London, England

MASON'S O.K. SAUCE

The one sauce possessing that piquancy of flavor and uniform quality that makes it always the same. Splendid profit for the dealer, 33 1/3%.

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles & Co.
Quebec, Que.—The F. Abel Co.
Kingston, Ont.—James Craig





is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridway's Tea will be a trade winner for your store.

**CANADIAN OFFICE,
VANCOUVER, B.C.**

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



No Odor
It dries them up
Common Sense
KILLS (Roaches and Bed-Bugs, Rats and Mice)

All Dealers and 381 Queen St. W., Toronto, Ont.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

**P. & F.
VINCENELLI
& CO.**

ANTWERP, BELGIUM

**THE OLDEST EUROPEAN MAKERS OF
CANDIED PEELS**

Specialties

CITRON, LEMON, ORANGE
Drained, Cut and Candied

Prices and Samples on Application

TEA;
Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture a Probable American Industry.

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**THE CANADIAN
PRESS CLIPPING BUREAU**

222 McGUIRE Street,
MONTREAL

10 Front St. East,
TORONTO.

ESTABLISHED 1849

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Capital and Surplus, \$1,500,000

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway,
New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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TORONTO, ONT.
VANCOUVER, B.C.

—OFFICES IN CANADA—

THOS. C. IRVING, General Manager
Western Canada, Toronto

Extracts

These goods impart the TRUE FRUIT FLAVOR to table delicacies.

QUALITY COUNTS; not quantity.

Our extracts sustain our reputation for QUALITY, STRENGTH AND PURITY.

Oriental, Jewel, Forest City, Alexandra and Gorman's are our brands.

Gorman, Eckert & Co., Limited

LONDON

High-Grade Food Products

WINNIPEG

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand.

And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. S. Patrick & Co., Toronto and Montreal.

W. S. Escott, Winnipeg and West.

S. S. Weston & Co., Halifax, N.S.

Ellis & Co., Ltd., St. John's, N.F.

Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



PRACTICAL — ECONOMICAL — HANDSOME



Eureka Refrigerators are the most practical refrigerators made because they embody every modern convenience to enable you to conveniently handle foodstuffs.

They are the most economical because they have a perfect system of dry air circulation, which is practically a guarantee of perfect refrigeration.

Food stuffs kept in an **EUREKA REFRIGERATOR** retain their freshness for an indefinite period, thus assuring preservation until sold. Moreover, **EUREKA REFRIGERATORS** are extremely easy on ice.

You know how far appearance goes in pleasing customers!

EUREKA REFRIGERATORS

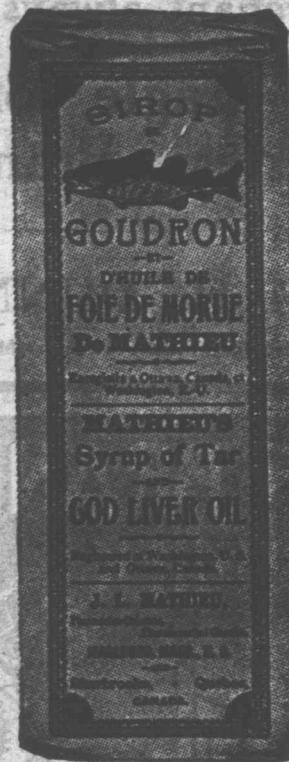
have a strikingly handsome appearance and finish.

Write for Our Catalogue

EUREKA REFRIGERATOR COMPANY, LIMITED

54-56 NOBLE ST., TORONTO, CANADA

Near Queen St. Subway



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil
REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis etc.

Mathieu's Nerve Powder—another simple family medicine—that is very good for headaches. Just look over your stock and send us your order.

**J. L. MATHIEU CO., Props.,
SHERBROOKE, P.Q.**

Sold by wholesale trade everywhere
Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
Winnipeg, Edmonton, Vancouver.

L. Chaput, Filé & Cie, Wholesale Depot, Montreal.



REPEAT ORDERS is the story of all grocers who handle CANADA FIRST Evaporated Cream

There is nothing to equal it as a pure, rich, healthful, life-giving food. It is in demand from ocean to ocean. Are you catering to that demand? Manufactured by

AYLMER CONDENSED MILK CO., Limited
AYLMER, ONTARIO



IF a woman of discrimination goes into your store for the first time, and sees that these two lines are brought prominently to the front, you have gone a long way toward winning her confidence. The successful merchant always features standard goods like **Borden's Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream**

WILLIAM H. DUNN, Montreal and Toronto
 Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

**BANNER BRAND
CONDENSED MILK**

The demand for **BANNER and PRINCESS** Brands of **CONDENSED MILK** is steadily increasing on account of their fine flavors. You have tried the rest Now try the best. We sell direct to retailers.

WRITE FOR PARTICULARS
John Malcolm & Son
 ST. GEORGE, ONTARIO

DO YOU STOCK IT!

It's the brand that the housewives are using more and more every day. You will find it a paying proposition.

The Canadian Condensing Co.
 CHESTERVILLE, ONT.
 GENERAL SALES AGENTS:—S. H. Ewing & Sons,
 MONTREAL

J

'Phone
 Write or wire
 Mail Orders

PANCA

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WHITE

MADE UNDER
 RICE, WHEAT
 OTHER BRAI
 SUMMER USE

WHITE SWA

The
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Tartan
BRAND

You always have the best and highest quality of **Canned Goods** when you handle **Tartan**. All goods under this brand **fully guaranteed** by

SIGN OF PURITY
Phone 596
Write or wire for information.
Mail Orders promptly executed.

BALFOUR, SMYE & CO.
Wholesale Grocers HAMILTON

PANCAKE FLOUR SALES

ARE NOW IN ORDER

THE CONSUMER PREFERS

WHITE



SWAN

BRAND

MADE UNDER A SPECIAL FORMULA FROM CHOICE RICE, WHEAT AND CORN. FAR SUPERIOR TO OTHER BRANDS AND JUST THE THING FOR SUMMER USE.

ORDER NOW

WHITE SWAN SPICES & CEREALS, LIMITED
TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S
Jams, Jellies and
Sealed Fruits

are better than the imported.
Once tried, always used.

WAGSTAFFE, Ltd.
Pure Fruit Preservers
HAMILTON

JAPAN TEAS

The picking of Second Crop Teas, which are the most suitable for general requirements, is now in progress. We shall be very glad to hear from our Wholesale Friends, whose orders we can execute most advantageously, as we are constantly in communication with our Mr. Nishimura, by cable.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

THE CANADIAN GROCER

FONNER'S ORANGEADE

you'll find it a good profit-maker during the summer months.

The Davidson & Hay Ltd., Wholesale Grocers Toronto

Important Trade Announcement

In order to more largely distribute and insure the introduction of

St. Lawrence Crystal Diamonds

to all Retail Merchants, we have decided, until further notice, to sell this high-class table sugar at the ordinary advance over Granulated. This now brings to the front CRYSTAL DIAMONDS at popular prices, the perfection of lump sugar in quality, color, and also uniform in shape.

SOLD BY ALL WHOLESALE GROCERS

The St. Lawrence Sugar Refining Co., Ltd.
MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The
Canada Sugar Refining
Company, Limited
MONTREAL, QUE.

TO BOOST SUMMER SALES—

No better article on the market than **COLD SPRING LEMONADE POWDER**. These are the days to sell it. Margin of profit large. Sales numerous and quick. Lemonade easily made—add only cold water.

8 oz. and 4 oz. packages.

You sell them at 20c. and 10c.

SEND IN YOUR ORDER TO-DAY.

S. H. EWING & SONS, Montreal and Toronto

French

On Spot—

ANDREW

91 Y



Palate-

That's what
They get it
with :

John Gray

because this old e
make the marmalade

A Trial Case v

SNOWD

34 GUARDIAN



The Ca

I OFFER

French Shelled Peanuts

No. 1 QUALITY

On Spot—or Prompt Shipment from Origin
Prices on Request

ANDREW WATSON, Importer
91 Youville Square, Montreal

THIS IS



About 3-ft. Long.

"IT"

Half Actual Size.

OF ALL JOBBERS OR FROM

T. A. MacNab & Co.,
St. John's, N.F.
W. S. Clawson & Co.,
St. John, N.B.
MacLaren Imperial Cheese Co.,
Toronto.
Wingate Chemical Co.,
Notre Dame St. W., Montreal.
G. C. Warren,
Regina, Saskatchewan.
Standard Brokerage Co.,
Vancouver, B.C.

THE FLYCATCHER THAT EVERYBODY IS TALKING ABOUT NOW!



In CORNETS and
ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.
Importers from the largest factories in the world.

42 St. Vincent St., Montreal
Tel. Bell, Main 1310



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto, Ont.

Palate-Tickling Quality

That's what your particular customers desire. They get it—in marmalade—if you supply them with :

John Gray's Scotch Marmalade

Because this old established Scotch firm "Knows How" to make the marmalade that ALWAYS pleases. :

A Trial Case will prove to you the truth of these statements.

SNOWDON & BORLAND, Agents
34 GUARDIAN BUILDING - MONTREAL

A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., \$1.00.

BUY FROM YOUR WHOLESALE

or

The Harnett-Ridout Company
Manufacturers TORONTO
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. Montreal




**Sell The Best
It's Just as Easy
It Pays Better**

The Canadian Coconut Company
Montreal

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, \$2.00 a year.
Sample copies, 25c.

THE CANADIAN GROCER

AGENTS WANTED.

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postage, etc.

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months...	17 00
" " " 3 months...	10 00
50 " " " 1 year.....	17 00
" " " 6 months...	10 00
25 " " " 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

WANTED.

MEN selling on commission, or men whose time is not fully employed, should become our agents. The **Canadian Grocer**, **Dry Goods Review**, **Hardware and Metal**, **Printer and Publisher**, **Bookseller and Stationer**, **Plumber and Steamfitter**, **Canadian Machinery and Power House** are all well known and highly regarded trade papers, with a large circulation throughout Canada, United States and Great Britain. The circulation must be maintained and increased. We pay large commissions to men who push for new subscribers. If you can do anything in this way write the Circulation Department, giving references. The **MacLean Publishing Co.**, Toronto.

AGENCIES WANTED.

A **VANCOUVER** Commission Broker desires communication with eastern or British firms or manufacturers wanting western representation. Box 314, **THE CANADIAN GROCER**, Toronto. (27p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. **Elliott-Fisher Limited**, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

A GOOD AGENT WANTED for each of the following places: Ottawa, Montreal, Quebec and Toronto. Well introduced amongst first class wholesale grocers, large stores and laundry dealers, to sell on commission a Patent Blue which is the best in color and one of the cheapest in existence, manufactured in London. Apply to "Blue," care **THE CANADIAN GROCER**, Toronto. (26)

YOUR CHANCE—We have just put into effect a new, increased scale of commissions, which makes our agency "worth while" to any man with a reasonable knowledge of subscription work, while the successful canvasser can make a splendid income. If you are not making at least twenty dollars a week, apply for our agency in your own and nearby towns. Give references and particulars of present position. **THE MACLEAN PUBLISHING COMPANY, Ltd.**, Circulation Department, Toronto, Ont. The largest publishers of trade newspapers in the British Empire.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is especially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. **MacLean Publishing Co.**, Technical Book Dept., 10 Front St. E., Toronto.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. **MacLean Publishing Co.**, Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. **MacLean Publishing Co.**, Technical Book Dept., 10 Front St. E., Toronto.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. **MacLean Publishing Co.**, Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. **MacLean Publishing Co.**, Technical Book Dept., 10 Front St. E., Toronto.

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and prices. The Ontario Office Specialties Co., Toronto.

MISCELLANEOUS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the **Busy Man's Magazine**. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the **Busy Man's Magazine** will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. **Busy Man's Magazine**, Montreal, Toronto, Winnipeg.

ALFRED V. DYCK & CO., 39 Eastcheap, London, E.C., invite correspondence from exporters of Canadian Canned Goods and Produce. Immediate advances on consignments. Highest Bank references. Cable address, "Dyckia," London; A.B.C. code, 5th edition. (39p)

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type-written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a **Writerpress** to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The **Canadian Writerpress Company**, 33 John St. South, Hamilton, Ont.

KEEP AN ACCURATE ACCOUNT of your employees' time. The **Bundy Autograph Time Recorder** is the ideal Time Recorder for retail merchants. It is the only machine where one employee cannot register for another, as each employee signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. **International Time Recording Co. of Canada, Limited**, Office and Factory, 9 Alice Street, Toronto.

LIVE BUSINESS MEN insist that their business correspondence be typewritten. Keen, progressive merchants find personal typewritten letters bring the best advertising results. They are secret, individual, powerful business getters. The **Light Touch MONARCH** is especially attractive to the merchant. Write for interesting literature. The **Monarch Typewriter Company, Limited**, 98 King St. West, Toronto, Ont. (1f)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a **Beath System of Overhead Carriers**. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. **W. D. Beath & Son**, 193 Terauley Street, Toronto. (1f)

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. **MacLean Publishing Co.**, Technical Book Dept., 10 Front Street E., Toronto.

THE WALES VISIBLE ADDING AND LISTING MACHINE is superior to any other machine for these reasons, among others—Visible Printing, Flexible Keyboard, Column Space Bar, Automatic-Clear Signal, Adjustment for Carbon Copies, Eliminating Keys, enabling the operator by the mere press of a key to add without listing or list without adding. 30 days free trial to responsible people. Write us for free illustrated catalogue. **Adder Machine Company**, Wilkesbarre, Pa.

FOR SALE.

FOR SALE—Entire stock and fixtures of general store and post office in Norfolk County. No opposition; annual turnover upwards of \$6,000. Good reason for selling. Box 66, **Wilsonville, Ont.**

SITUATION VACANT.

WANTED—An experienced, hustling man at once as clerk in a large general store. Give full particulars. **Chas. Lowrey, St. Davids, Ont.** (29)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 67 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

Established 1878. 10 North John St. LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **CANNED GOODS**. T. A.—Scottish, Liverpool.

Are
Your
Goods
on
The
Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale? Advertise in the Condensed Ad. columns of **Hardware and Metal** and **Tell Us If You Don't Get What You Want.**

To the Trade:

The Tea You Can Sell Quickest is

CEYLON TEA

Because it

Pleases the Palate

Because it

Answers the Needs

Because it

Saves the Money

OF THE CONSUMER

*and all good Mer-
chants know that*

The Turnover's the Thing

Jose Segalerva Malaga Spain

Packer of

Malaga Table Raisins
" Loose Muscatels
Shelled Almonds, Etc.

SUPERIOR QUALITY

VERY ATTRACTIVELY PACKED

Segalerva's Brands are well known everywhere and can be had from your Wholesaler.

Be sure to ask for **"SEGALERVA"**

Agents

Rose & Laflamme, Limited

Montreal and Toronto

ROWAT'S

still hold the Premier Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our New 12 oz. Bottle Pickles which retails at 10c.

ROWAT & CO.

GLASGOW SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal Ontario and Quebec.

F. K. Warren, Halifax, N.S.

F. H. Tippett & Co., St. John, N.B.

C. E. Jarvis & Co., Vancouver, B.C.

Nicholson & Bain., Winnipeg, Edmonton, Calgary.

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

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DON'T FORGET

that bulk Teas quickly deteriorate with age and lose their flavor, but

"SALADA"

is always fresh and fragrant. Handle no other and have the satisfaction of serving your customers with

THE BEST TEA

In sealed lead packets only

TORONTO and MONTREAL

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		Wiseman, R. B. & Co. 47	
		Wood, Thomas, & Co. 67	
		Woodruff & Edwards. 72	
		Woods, Walter, & Co. 10	
		Y	
		Young, W. F. 66	

Causes of the Failures of Many Retail Merchants

Too Much Optimism in the Trade—Crediting Soon Eats up Capital—Overdoing a Source of Weakness—What the Beginner Should Avoid.

By D. L. Gore.

Some merchants fail from one cause and some from another. I think there are very few that start in business with the intention of failing. Those who fail, as a rule, are a hopeful set and they think that all they have to do is to get a few goods and put them in a store (small or large), for they know that some goods are sold at a good profit and that merchants sell a considerable quantity some days. These sanguine men make a calculation on how much they should make by calculating the profit that they think the merchant makes on the goods he sells on his largest days at the profit they think he makes. And immediately come to the conclusion that there is a fortune in it and they cross the Rubicon and start in business.

One great cause of failure is crediting. If a man starts on a small capital—say \$500 (and that is enough for him to start on if he is a man with no business or store experience), what would be his chance for success or failure? If he were to credit out \$3 per day more than he collected, in about six months all his capital would be in the hands of his debtors. Three dollars per day more than you collect, if you credit at all, is a very small amount. Pardon a personal allusion. When I commenced my little mercantile business in Brunswick County I had \$200 and borrowed \$300. I had to refuse to credit any one and, of course, if I refused the best class of men I refused the other also. The first reason for that was: I had to keep my capital in hand to do business on. I took in some Mexican dollars which I sold at \$1.40. I was advised to hoard them, and if I had done this, before the year was out I would have gone out of business for the want of business capital, for, as you are aware, the Mexican dollar went down in value as low as 50 cents each some years afterward. So even if I had been wealthy, the policy was a bad one. Don't hoard money; keep every dollar at work somewhere.

Cut Down Expenses.

Don't owe too many men, and so to the creditor (not to the lawyer) and get extension on their debts, if necessary, and cut down expenses. Be more careful to carry less unsalable goods and do all possible to collect what others owe them and they will pull through. They shouldn't have too much confidence in themselves when starting and too little when they see their affairs not coming out like they expected. Crediting, and especially crediting out too many goods, is the principal cause of failure with the inexperienced man or man who has had no store training. With the man who has been in the store for years and starts out on partially borrowed capital, I think he is apt to want to take as much from the store monthly as he was paid a salary for clerking. Most new

business will not stand that. He has no established trade and he is going to lose by crediting some men who paid the old house and will not pay him. The man who gets credit as a rule will not pay a man who has no established trade as well as he would an old merchant. The new man is more apt to fail than the man with an established trade, so the smart debtor waits, and if the new merchant fails he doesn't pay that debt at all.

Don't overdo. A little success sometimes makes a new merchant feel so big and confident until he pitches into larger ventures and thus overdoes the thing. Lord Wellington, when asked what was the next worse thing to defeat, said victory. I think his idea was that the average general was made by his first victory to think that his army was invincible and that he would get into the next battle without due caution or preparation and perhaps be defeated. I believe the merchant who has some bad luck or rough places to go through (if he does not lose heart but pushes forward) is better off in the long run than if he had great success at first.

Pardon another personal reference. When I had merchandised in the country for about nine years I thought it would be better to move to the city, and I announced it to my friends. While talking to them I told them I did not know whether I would succeed or not, but if I carried out my well studied plans I thought I would do reasonably well. But if I lost my head and threw away my chart and compass on an unknown sea I would be apt so to be a commercial wreck.

A merchant should take an inventory of his debts and credits and his stock of goods often, and especially an inventory of his debts and credits. Of course we men who bookkeep by double entry see that every month; at least we see what the books say we owe and others owe us, and an estimate on the amount of goods on hand. But the small merchant when starting doesn't keep books that way, so often he doesn't know how much he owes or how much others owe him. All of these things must be carefully looked after.

Estimate of Failures.

In the above I have tried to show the pitfalls that the beginner should avoid. Now we will commence on what Dun and Bradstreet would call "Failure statistics, their meaning and utility." I have an estimate by Bradstreet's Commercial Agency for 28 years, from 1881 to 1909. He says 29 76-100ths of all the merchants who did business in those years failed, and Bradstreet nor Dun either count a man who makes an assignment or quits business as a failure unless he fails to pay at least a portion of his debts. If he ceases to do business and pays all his debts that is not a failure. Bradstreet says in 1907

that 10,265 merchants failed; Iun says 11,725. In 1908 Bradstreet says 14,044 failed and Dun says 15,698. I would suggest a merchant asking for credit that it is to his advantage to make annual statements to the commercial agencies, Both Bradstreet and Dun say that lack of sufficient capital is the largest source of failure. This may be so as a rule, but not till after a man is well established in business, and even then I think doing too much crediting with too little security is one great cause of failure. Of course if a man is doing business on borrowed capital he should not credit any, or very little if any, and if he has plenty of capital he should be careful to take good collateral, and this he should take before the goods go out of the store. Let me run over his collateral and I can tell each piece the business man took before he delivered the goods. Before the debt is made the seller says what kind of security he will take; after the debt is made the buyer says what kind he will give; hence, you see the difference.

The get-rich-quick idea. If he does a \$5,000 or \$10,000 business yearly and makes \$500 or \$1,000 net for the year's work it does not follow, as a rule, if he does \$50,000 or \$100,000 worth of business during the year he will make \$5,000 to \$10,000 per year. And many times trying to increase the volume of business rapidly is a dangerous thing, and especially so when you are doing business on other men's capital; and, sad to say, most men will take more risk crediting out other men's capital than they will their own. That their competitors will get a part of their trade makes many merchants take unwise risks. Don't do it. You cannot get all the trade, so don't try for it. It is not best for one man to do it all; let others have some. About all a man can use in this world is what he eats and wears.

Specialize on Integrity.

The first article a new merchant should put in his store is "integrity" (common everyday honesty), and the second thing is confidence in his ability—not bigotry or egotism, but calm confidence that he must and will succeed if he carries out his well calculated plans. He must be honest in his dealings; live a clean and upright life in every way. Don't allow loafers to stop long at his place of business, for an idle brain is the devil's workshop, and the loafer has the idle brain.

Pay your bills promptly, even if you have to borrow money at 12 per cent. per annum to do it. One of the best records the wholesale merchant can find is when the merchant you traded with last says you paid all bills the day they were due. Your reputation for paying promptly gives you the highest credit; hence, when the wholesaler has bargains to offer you hear of them and goods well bought are half sold.

Now last, but not least, collect your bills, both large and small. This, I think, is one of the most important duties the merchant has to perform, so keep continually at it and use your best judgment and you should keep from failing.

PERSONAL

The

There is much about the effect of business, but few have an idea of what it is. They think all things connected and it may be stances. Still along this line clever business to do with incisions gotten in liar ways. Furtively operators phone at a given expression that repelling. We are filled with gum-chewing the stock may be ket and the can't get away that it is a chance we enter another as a pin and proper and all welcome in the exactly right tension of independence. You to go back to never stop to

Now take and near by. The ranged, but notably notice it. to be in a good under satisfaction the fact does not their spontaneous ingness to accept are not in a goods nothing strikes you. You like to be there. It's the atmosphere composite improvement the good.

If you want to get back and a composite improvement very many cases personality, allow fellow there in character. Back diffused sensitive kind—and fashioned Abe I. Or there may be hard to classify purchaseable, have them on t

However, you expressions. Even helping to make of a responsible traveler when house that very house's customer out. Isn't it houses will not their men and so that they most of this el

A traveler Alaska, where months long, and a question of time. "What time do you want to go?" "From half-past of May."—The

PERSONALITY IN BUSINESS.

The Sample Case.

There is much written in these days about the effect of personality in business, but few have more than a vague idea of what is meant by the phrase. They think all the time that is something connected with the individual; and it may be in some isolated instances. Still there is another idea along this line advanced by one of our clever business writers that has little to do with individuality. It's impressions gotten in many ways—often peculiar ways. For instance, if a gruff, surly operator always answers the phone at a given house, we get the impression that this house is sour and repelling. We go into a store and find it filled with slouchy, ill-mannered, gum-chewing salespeople, and though the stock may be the cream of the market and the prices satisfactory, we can't get away from the impression that it is a cheap-john place. Again we enter another store and find it neat as a pin and the salespeople highly proper and all that, but you feel no welcome in the air. The place is so exactly right that you get an impression of independence amounting to indifference. You don't put yourself out to go back to that store, and you may never stop to think why.

Now take another place, perhaps very near by. The store is pleasingly arranged, but not so that you particularly notice it. The salespeople seem to be in a good humor and working under satisfactory conditions, although the fact does not stand out except in their spontaneous good nature and willingness to accommodate. The prices are not in any way appealing; the goods nothing extra; but that place strikes you. You like to go there. You like to be there. You will linger there. It's the atmosphere of the place—the composite impression—and it's all to the good.

If you want to know the why of this, get back and study what molds that composite impression. You will not in very many cases find a great, towering personality, although there will be a fellow there in charge who has force of character. Back of that you will find diffused sensitive sympathy—the intuitive kind—and perhaps just good old-fashioned Abe Lincoln love of humanity. Or there may be a mixture of elements hard to classify. Anyway they are not purchaseable, or every store would have them on tap.

However, you get the idea—it's impressions. Everybody on the job is helping to make them. It's something of a responsibility for the commercial traveler when he is about all of his house that very many of his, and the house's customers see, year in and year out. Isn't it a shame, then, that houses will not always get right with their men and men with their houses, so that they may always make the most of this element?

A traveler stopped at a hotel in Alaska, where the nights are six months long, and as he registered asked a question of the clerk:

"What time do you have breakfast?"

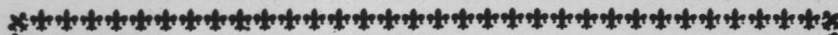
"From half-past March to a quarter of May."—The Sample Case.

Village Merchant Who Sets Up His Own Ads.

No Printer In Hartford And R. J. Thomas Sends Circulars Off His Private Press To Families On His Mailing List—Evolution From Pen and Typewriter.

The fact that there is no newspaper in the village of Hartford, Norfolk County, Ont., is no deterrent to the ad-

Mr. Thomas has a mailing list containing some 250 names and regularly sends out circulars. He sets his own



Groceries



QUALITY You get it in the GROCERIES at THOMAS

- | | |
|--|---|
| Rangoon Rice 6 lbs .25 | Tomatoes, Corn, Peas 3 cans .25 |
| Japan Rice Extra quality, cooks soft and smooth, 4 lbs ... .25 | Coffee We grind it for you; an extra good flavor per lb..... .40 |
| Tapioca Large & clear 3 lbs .25. | Vanilla and Lemon We have it by the oz; as pure as can be made. Bring your bottles; per oz ,10 |
| Vinegar XXX White Wine, A new barrel. per quart, 10 | Wheatlets Have you tried it yet? Nicest thing for breakfast you ever tried 6 lbs ..... .25 |
| Raisins and Currants Nice and clean 3 lbs ..... .25 | LARD Do you know we are only charging you 15 cts a pound? |
| Brooms are getting away up in price, we can still give you a good one for ..... .30 | |

Spices The best we can buy for you

- | |
|--|
| FLOUR Royal Gold If you are particular about having the best, this will suit. A blend of Manitoba and Ontario flour. Per 25 pounds ..... .85 |
| Ontario Flour per 25 pounds ..... .75 |

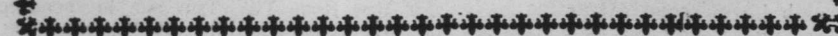
Oranges Lemons Bananas
Per dozen **20 cts**

We pay CASH for EGGS



McHutchions BREAD 11 LOAVES for **.50**

B.W. Thomas The **Up-to-Date**
Hartford Ont **Corner Store**



An Advertisement Set Up by a Village Merchant, Run Off on His Own Private Press and Mailed in Circular Form.

vertising campaign of R. J. Thomas, general merchant. His motto is, "I'll find a way or make it," and not being able to find the way he has made one.

type and does his own printing on his own press.

The evolution of his present system is interesting. In sending out his cir-

culars at first, they were all written by pen on ordinary foolscap paper. This stage was followed up by typewriter and copying pad which eventually has evolved into a press. By means of this the present literature is run off after the type has been set up by hand.

Mr. Thomas in referring to his system says: "Last summer I was doing the work with a typewriter and copying pad. Since then I have bought a Pearl press and am placing the ads. as you see the samples enclosed.

"I have also enlarged my mailing list, and send out 250 copies. It is bringing good results.

"The work of setting the type is all done by myself, and without previous experience."

As a sample of Mr. Thomas' handiwork one of his grocery circulars is herewith reproduced. Not only is the typographical work done rather artistically but his ad. is written intelligently and effectively. This may be seen in speaking of rice—cooks soft and smooth; and of brooms—brooms are getting away up in price, we can still give you a good one for 30c. That shows knowledge of the fundamental principles of good advertising.

Besides sending out grocery circulars he also mails drygoods, boot and shoe literature, etc., and as he intimates, the results are gratifying.

AN INDOOR BASEBALL GAME

To be One of the Features of the Drummers' Snack Club Day at Erin.

No little amount of energy is being expended by those in charge of the Drummers' Snack Club outing to be held at Erin, on July 30 and 31. The arrangement of the details is progressing rapidly and everything points to a record-breaking crowd. J. H. Wildfong, the Toronto secretary, visited Erin a few days ago and completed the organization of committees there, including reception, decoration and school committees. The townspeople of Erin will be given a half holiday on Saturday afternoon, so as to be able to enjoy the fun.

Ross Cameron, manager of the bank at Erin, is the home secretary and he has charge of the work there.

One of the features of the day not yet mentioned will be the indoor baseball game for a silver trophy, presented by J. H. Wildfong, the teams to be captained by a Hamilton and Toronto drummer respectively. The captain of the winning team looks after the safety of the trophy for the ensuing year.

The club have issued attractive little "Erin-go-Snack" buttons, which are being extensively worn.

Bert Pott, of Mrs. E. Pott & Son, grocers, Woodstock, Ont., was in Toronto this week. He has left for Winnipeg on a health trip.

IN VACATION DAYS.

Where Members of the Trade Enjoy Respite From Business Cares.

Robert Meighen, President of the Lake of the Woods Milling Company, Montreal, will likely take a run out West in August or September. He has just returned from a short trip to Europe.

Armand Chaput, of Chaput, Fils & Cie., Montreal, is summering at Vaudreuil. He is one of the wholesalers who went to the meeting in Victoria.

W. C. Christmas, Montreal, expects to spend a few days in the Algonquin Park district shortly, when he will try to forget business.

Robt. Neilson, assistant secretary of the Lake of the Woods Milling Company, Montreal, will go West on a short trip in August.

Col. A. E. Labelle, Montreal, man-



The Trent River Has Charms for Joseph "Fisher" Eby in His Search for the "Monsters of The Deep."

ager of the Ogilvie Flour Mills Company, Montreal, will spend the summer at Vaudreuil, as he usually does, and will endeavor to get away on his regular fall hunting trip. He is usually one of a merry hunting party which sometimes includes other business men known to the grocers.

W. W. Hutchison, of the Lake of the Woods Milling Company, Montreal, will probably run out to Michigan for a few days in the fall.

H. Laporte, of Laporte, Martin & Co., has just returned to Montreal, after an extended trip to Europe.

W. S. B. Armstrong, sales manager, for Red Rose Tea, Toronto, is spending a two weeks holiday at Waubauskene. The best way to appreciate civilization, he claims, is by getting away from it. He is accompanied by his wife.

H. Gilbert Nobbs, general manager in Canada and the United States for Holbrooks, Limited, is enjoying a holiday in London, England. He will return about the end of August.

W. H. Dunn, Montreal, is spending the summer with his family, at Beaconsfield.

J. C. Rose, Montreal, is anticipating a quiet holiday in the country, and will likely leave the office the middle of this month.

Lieut. H. Delorme, treasurer Laporte, Martin & Co., will get away from Montreal for a couple of weeks shortly and will camp with his regiment, the 64th Chateaugay and Beauharnois. Camp will be at Beauharnois this year.

Zeph. Hebert, of Hudson, Hebert & Co., Montreal, anticipates joining his family in Europe toward the end of the year, if possible, and will spend a few weeks on the continent.

Charles Chaput, of Chaput, Fils & Cie., Montreal, will spend four or five weeks at Old Orchard, accompanied by Mrs. Chaput.

A. Delorme, secretary Laporte, Martin & Co., Montreal, plans an automobile trip to Buffalo and Detroit, toward the end of August. He will be accompanied by Mrs. Delorme, and his son.

Geo. H. Campbell, manager of Red Rose Tea, Toronto, will holiday at Sturgeon Lake on the Kawartha chain beginning about the 20th of this month. Mr. Campbell has a cottage there.

J. F. Eby, of Eby-Blain, Limited, Toronto, returns this week from a fishing jaunt to the waters of the Trent River.

A. H. Brittain, Montreal, was one of the yachting party, composed of members of the Royal St. Lawrence Yacht Club, which sailed to Lake Champlain, to be present at the opening of the historical ceremonies there.

L. E. Geoffrion and Jos. Ethier, managers of Chaput, Fils & Cie., and Laporte, Martin & Co., respectively, have been away from Montreal since the middle of June, attending the annual convention of the Canada Wholesale Grocers' Exchange.

S. J. Mathewson and Fred Mathewson, Montreal, are at Metis this week. Mr. and Mrs. Mathewson are celebrating the twenty-fifth anniversary of their wedding, and are receiving the congratulations of friends on all sides.

F. A. Vercy, agent, at Toronto, for the Edwardsburg Starch Co., will spend his holidays with friends near Acton, Ont.

John Sloan, of John Sloan & Co., Toronto, has gone to England and expects to return about the end of next month.

Henry Wright, of the MacLaren Imperial Cheese Co., will spend several week-ends at his cottage at Jackson Point.

S. Rousscau, assistant manager, Laporte, Martin & Co., Montreal, is summering on Isle Perrot, a beautiful spot near that city.

TRADE NOTES.

L. A. Corbeire, general merchant, LaColle, Que., has assigned.

The assets of J. A. Aubert, grocer, Montreal, are to be sold.

Geo. E. Manson, pork packer, Toronto, has retired from business.

N. Gosselin & Co., general merchant, Lawrenceville, Que., has registered.

The Appleford Counter Check Book Co., Hamilton Ont., has obtained a charter.

Canada

Victoria, B.C. invitation was meeting of the Grocers' Exchange. President Geoffrion's acceptance to the coast is the most interesting and educational. Members who have known that the operation of the Exchange is essential to learn their vices had Victoria as the not have been who attended who did not and important the most interesting of the

Montreal. New Brunswick. There were Montreal, and New Brunswick. Ontario, two, and the or Hamilton. Toronto found it im-

But, in small attention Manitoba, the best in the eastern ed each other contentious spirit of giving which at the Exchange

The great members train. the first trip it proved in Vancouver day, June 2 hind time, and to Victoria. have been but it was and his part

It was afternoon of President G in the Board calling the order. He causes of Montreal a floods, wash for which held respon

Canadian Wholesale Grocers in Business Session

Victoria was the Mecca for Large Number of Delegates This Year—Banquet Given by Wholesalers of British Columbia—Uniformity of Terms of Payment Favored—Secret Commissions Act Endorsed—Happenings on the Side.

Staff Correspondence.

Victoria, B.C., July 3.—When the invitation was received to hold the 1909 meeting of the Canadian Wholesale Grocers' Exchange in Victoria, B.C., President Geoffrion was strongly in favor of its acceptance. He believed that the trip to the coast would be of immense interest and educational value to those members who had never taken it, and he knew that those who had been there before would want to go again. Moreover, the Exchange requires the hearty co-operation of all its western members, and it is essential that the eastern members learn their view-point. These considerations had weight in the choice of Victoria as the place of meeting. It may not have been central, but those members who attended have no regrets and those who did not attend missed a successful and important meeting, to say nothing of the most enjoyable outing in the history of the organization.

Montreal and Quebec Province and New Brunswick were well represented. There were four representatives from Montreal, and one from the province. New Brunswick had three representatives. Ontario, unfortunately, had only two, and there were none from Toronto or Hamilton. For various reasons the Toronto and Hamilton wholesalers found it impossible to attend.

But, in spite of the disappointingly small attendance from Ontario and Manitoba, the meeting was one of the best in the history of the organization. The eastern and western members learned each other's viewpoint over several contentious questions, and there was a spirit of give and take about the meeting which augurs well for the future of the Exchange.

The greater number of the eastern members traveled west together on the same train. For the majority it was the first trip through the Rockies, and it proved enjoyable. The party arrived in Vancouver on the evening of Wednesday, June 23rd, some eight hours behind time, and too late to catch the boat to Victoria. The first meeting should have been held on Thursday morning, but it was impossible for the president and his party to arrive in time.

Business Sessions.

It was nearly four o'clock on the afternoon of Thursday, June 24th, when President Geoffrion's gavel was heard in the Board of Trade room in Victoria calling the assembled wholesalers to order. He opened by explaining the causes of the delayed arrival of the Montreal and eastern contingents—floods, washouts, and "acts of God," for which not even the C.P.R. could be held responsible. Perhaps Mr. Geof-

frion knew something of the diversions planned for the entertainment of the visitors, for he strongly urged upon the members of the Exchange the desirability of brief speeches. There was much to be done and little time in which to do it.

Simon Leiser, president of the B. C. Wholesale Grocers' Exchange, extended a hearty welcome to the visitors and hinted at delights and excursions to come.

The greater part of the business of the afternoon session was of routine nature. Secretary Cook reported the result—or rather lack of result—of a conference with the Bankers' Association regarding the collection of drafts. Business



President Geoffrion, after Securing a "Snap" of an Indian Child Near Todd's Salmon Canneries, Was Snapped Himself.

men very often have cause to complain that their drafts are returned for no specified reason, and often there is reason to believe that the banks could collect drafts which are now refused if they would exert a little pressure. The conference with the Bankers' Association did not do anything more than bring the matter forcibly to the attention of the bankers. The collection of drafts is still a matter for the individual customer and his banker to settle between themselves.

Terms of Payment.

A great part of the afternoon session was devoted to a discussion of terms of payment. The wholesalers feel that often they have acted as bankers for the retail trade. This is particularly true in some sections of the country. The wholesaler must pay promptly for his own goods, but often he gives long credit to his own customers. It is quite evident that the tendency from the Atlantic to the Pacific is in the direction of a shortening of terms. Local conditions must rule in some sections, but the goal in view is 30 days net. Those terms are in force in the Province of Quebec and in some other districts and they work well, according to the testimony of the Montreal delegates.

A. Carrier, M.P., made a strong appeal to the wholesale trade in the other provinces to follow the example of Quebec in this matter. The meeting adopted unanimously a strongly worded resolution favoring shorter terms.

Secret Commissions Act.

At the Friday morning session there was a long discussion of the Secret Commissions Act, and its bearing upon the manufacturers' contract selling plan. The members were supplied with circulars issued a short time ago by The Canadian Grocer, containing the text of the Act, and a reprint of comments upon it appearing in the issues of May 14 and 28. General satisfaction with the new Act was expressed by the wholesalers at the meeting, but there was some conflict of opinion as to the merits of the Contract Selling Plan. The fact that the draft contract between the manufacturer and wholesale contemplates the former going to the retail trade with his goods, occasioned much discussion. The meeting was of the opinion that the manufacturer should choose for himself definitely and absolutely whether he is going to handle his goods through the wholesale trade or direct to the retail.

Goods in Large Quantities.

The abuse of the quantity price for goods occasioned much discussion, and several Exchange members went on record as being opposed to the whole system of price reduction for large quantities of goods. This opinion did not prevail, but there was no difference of opinion regarding some prevailing abuses of the quantity price. The practice of selling 100 boxes of any line of goods to a retailer and delivering as required in 5-case lots was strongly disapproved of.

THE CANADIAN GROCER

Officers for the coming year were elected as follows:

President—L. E. Geoffrion.
 Vice-presidents—
 Ontario—H. C. Beckett.
 Quebec—L. A. Carrier, M.P.
 Manitoba—H. P. Gordon.
 British Columbia—H. T. Lockyer.
 Alberta—D. Telfer.
 Nova Scotia—M. Dwyer.
 New Brunswick—S. A. Jones.
 P. E. I.—W. H. Aitken.
 Secretary—J. Stanley Cook.

The re-election of Mr. Geoffrion to the presidency gave general satisfaction to the meeting, and has since proved popular among the trade at large. He was anxious to retire at the end of his term, but it was felt that the affairs of the Exchange at a critical period of its history could not be in safer hands, and there was an unanimous desire that he



Jos. Ethier and Ed. Masuret Strolling in a Victoria Park.

should continue in office for another year. So strong was the pressure brought to bear upon him that Mr. Geoffrion, much against his will, was forced to agree to it. He thanked the meeting for this expression of confidence in him and expressed the hope that long before the next meeting there would be a satisfactory judgment in the long-drawn-out "Guild suit," and the Exchange would then be able to take action in several matters with regard to which at present its hands were tied.

Jos. Ethier, on behalf of the Montreal delegation, extended an invitation to the Exchange to meet next year in Montreal, and, on motion of William Georgeson, this invitation was accepted unanimously by a standing vote. The meeting will be held in April or June at the call of the president.

Delegates Present.

The list of members in attendance was as follows:

New Brunswick—W. C. Cross, A. Malcolm, W. L. Harding.
 Quebec—L. E. Geoffrion, A. Chaput, A. L. Carrier, M.P., Jos. Ethier, A. Desroches.
 Ontario—Ed. Masuret, W. Riley.
 Manitoba—P. Marrin.
 Alberta—Wm. Georgeson, D. Telfer.
 British Columbia—H. T. Lockyer, Robert Kelly, W. H. Malkin, W. J. MacMillan, Simon Leiser, G. H. Wilson, E. H. MacLean.

The Banquet.

On Thursday evening the visiting delegates were tendered a banquet at the Empress Hotel by the British Columbia Wholesale Grocers' Exchange. In every respect it was a highly successful function. The appointments were perfect, the speeches were good and there was a general spirit of good fellowship.

Simon Leiser, the president of the British Columbia Exchange presided, and at his right was L. E. Geoffrion, the president of the Dominion Exchange. After the toast to the King had been duly honored, H. T. Lockyer proposed "The Government of the Dominion of Canada" in a brief but eloquent speech, in the course of which he emphasized strongly the national responsibilities of Canada as part of the Empire.

Auguste Carrier, M.P., responded to this toast in eloquently patriotic vein. It was the evening of Ste Jean Baptiste day and he therefore took occasion to explain the significance of the French-Canadians' National holiday. Reviewing the history of the French-Canadians he roused the enthusiasm of his audience by showing how from the day of the American Revolution they had been conspicuous for their loyalty to British connection.

H. G. Wilson proposed "The Legislative Assembly of the Province of British Columbia" in a speech bristling with western optimism, facts and figures. The most westerly province of the Dominion, its resources and present and future, proved an interesting theme as he dealt with it for the benefit of the Eastern visitors. British Columbia with a white population of about 200,000 exported last year goods and natural products to the value of \$51,000,000. "Double the population," declared the speaker, "And we will quadruple the exports." No other Province in Canada could make as good a showing. This toast was responded to briefly by D. R. Ker.

Simon Leiser then proposed "The Canada Wholesale Grocers' Exchange" and in doing so made the statement that in his opinion the wholesale grocers have done as much as any Canadian government for the prosperity of the country. By financing the merchant of small means, they have enabled the people in the newer districts to get supplies and

have assisted materially in the advancement of the country.

"Ten years ago" said Mr. Leiser, "a meeting of this kind would have been impossible in the West, but it has been accomplished successfully to-day in the most westerly city of the Dominion. It



A Beauty Spot in One of Victoria's Pretty Parks.

is a good thing for the East and the West to meet in gatherings of this kind for we can learn from each other. We are trying to adopt your system of shortening credits, and I hope there will soon be uniform terms of credit throughout the entire Dominion.

Mr. Geoffrion in responding to the toast regretted that he was not a lawyer or a politician in order that the gift of ready speech might be his as a gift of nature. The business men in Montreal have to sell their goods so cheap that they have not me, like their confreres in British Columbia to devote to the art of speech making. Notwithstanding such disclaimer, Mr. Geoffrion made an excellent speech, outlining the high aims of the Exchange. Referring to the "Guild suit," he said that, when a decision is arrived at the Exchange can accomplish much that is now impossible. All that is necessary is to have the good will and



P. Marrin (Winnipeg) and Sec'y. J. S. Cook.

cooperation of the entire wholesale grocery trade of the Dominion.

Concluding, Mr. Geoffrion expressed his appreciation of the hospitality of the British Columbia grocers and extended an invitation for next year on behalf of Montreal.

Other speakers in response to this toast were W. C. Cross, Jos. Ethier, D. Marshall M.P., W. Georgeson and W. Riley.

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"Victoria is a wholesale grocers good fellows." all the Eastern visitors during the "something doing" tribute to the Easterners.

The business se were over at noon after lunch by special train one of the salm longing to the ladies of the par the entertainment and as several of accompanied by the added greatly to trip. Unfortunat not commenced at it was not possil actual operation.



A Partial Group

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In the afternoo requisitioned and taken to the rac boxes as the gue umbia Exchange. small stakes help terest in severa

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Diversions.

"Victoria is a hospitable City and the wholesale grocers of the coast cities are good fellows." Such is the verdict of all the Eastern visitors to the meeting of the Exchange. The city belonged to the visitors during their stay and there was "something doing" all the time to contribute to the entertainment of the Easterners.

The business sessions of the Exchange were over at noon on Friday. Immediately after lunch the visitors were taken by special train to Esquimalt to inspect one of the salmon canning plants belonging to the Todd Brothers. The ladies of the party were included in all the entertainment from noon on Friday and as several of the members' were accompanied by their wives their presence added greatly to the pleasures of the trip. Unfortunately the salmon run had not commenced at the time and therefore it was not possible to see the plant in actual operation. However, the proces-

the wharf the visitors cheered the hospitable Simon Leiser and his associates who had done so much to make their stay a pleasant one.

Western Breezes

Victoria is a pretty city and as hospitable as it is beautiful.

Most of the visitors to the Exchange meeting took in the Seattle Fair before returning East. On the Saturday night boat for Seattle there was a jolly party on board including President Geoffrion, Secretary J. S. Cook, A. Carrier, A. Chaput, Jos. Ethier, A. Desroches, Wm. Georgeson, P. Marrin, W. Riley, D. Teller and The Canadian Grocer representative. Messrs. Cross, Malcolm and Harding, the Maritime Province contingent, also attended the Fair but did not go by the same boat as the others.

Before returning East, Jos. Ethier took a trip to San Francisco and A. Desroches to Los Angeles.

Armand Chaput made the return trip

PROSECUTION ONLY DELAYED.

New York, July 5.—The case against the American Sugar Refining Co., involving the loan of \$1,250,000 to the Pennsylvania Sugar Refining Co., has not been dropped by the government. Authoritative denial was made to this effect yesterday at the federal building. The reason for the delay in bringing in indictments in the case is the desire of the government's representatives here to have Attorney-General Wickersham pass on one of the points raised by the lawyers representing the company, John E. Parsons and Gustave E. Kissel, in their argument as to why neither the company nor any individuals involved could be prosecuted.

CONSTITUENTS OF TEA.

The preparation of tea for market comprises four processes: wilting, turning and rolling, fermentation, and roasting. In the course of these processes the proportion of tannin in the leaves is greatly diminished, for example, from nearly 23 per cent. to 12 per cent. The characteristic aroma of tea is developed gradually in the process of fermentation, during which the ethereal oils or their chief constituents are set free from the glucosides. The freshly plucked leaves contain about 1½ per cent. of free caffeine (thein) and 3 2-3 per cent. of combined caffeine, but after roasting three-fourths of the caffeine of the leaves is in the free state. The increase of free caffeine is proportional to the decomposition of tannin, a fact which indicates that the two substances were originally combined together. The oxygen of the air assists in the decomposition of tannin, but atmospheric organisms play no part in the fermentation, which must, therefore, be caused by ferments already present in the leaves. In the "bud" tea made from the youngest leaves, apparently by simple drying, two-thirds of the caffeine remains in the combined state. Burmese tea, which is prepared by crude methods contains the smallest proportion of combined caffeine. Green Chinese tea contains less combined caffeine than black tea, and also less tannin.—Scientific American.



A Partial Group of the Party Taken Before the Tally-Ho Drive on Saturday Morning.

ses were explained to the visitors and the inspection of the plant proved most interesting.

During the return of the party to Victoria they were taken up the "Gorge" in a large launch to one of Victoria's pretty parks. This park is one of the beauty spots in a very pretty city and the trip up the "Gorge" was thoroughly appreciated.

Saturday morning the whole party were shown the sights of Victoria by tally-ho and the drive through the beautiful residential portion of the city was a delightful revelation to the visitors. Victoria is a city of fine homes and the pride of its citizens is justifiable.

In the afternoon the tally-ho was again requisitioned and the entire party were taken to the races where they occupied boxes as the guests of the British Columbia Exchange. Hat pools and a few small stakes helped to augment the interest in several well contested events.

Almost the entire party left Victoria for the Seattle Fair. On the six o'clock boat that evening and as the boat left

by easy stages stopping at Calgary, Edmonton and Winnipeg.

D. Marshall, M.P. and "Bob" Turriss of the Canadian Cannery were in Victoria at the time of the convention and were guests at the banquet. Mr. Marshall referred to an interesting rumor that Mr. Geoffrion is shortly to be called to the Senate. The popular president of the Exchange says there is nothing in the rumor but his friends hope he may be mistaken. The appointment would command the unqualified approval of Canadian business men.

Montreal next year. The Eastern people will then have an opportunity to return the magnificent hospitality shown them in the West.

A DUAL PURPOSE.

Complaining Customer—Say, this fly paper is full of holes.

The Grocer—Yes, madam, I know it. It is the new "combination" fly paper, and is made with the holes so that it can be used for porous plasters after the fly season is over.—Judge.

TRADE NOTES.

The delivery horse and outfit of the Edwardsburg Starch Co. won second prize in the miscellaneous class at the horse parade in Toronto on Dominion Day.

S. E. Boulter, of the Niagara Falls Canning Co., returned at the latter end of last week from a prospecting trip through the silver districts of northern Quebec.

John Y. Morrison has recently opened a general store at Farm Point, near Ottawa, in the building known as "the Elms." Mr. Morrison also has the Farm Point post office in connection with the store. An up-to-date line of groceries, fruit, confectionery, boots and shoes, and a general assortment of dry goods will always be in stock.

A Store Remodelled and Equipped for \$3,000

Small Welland County Town Boasts of One of Finest Groceries in Ontario—Department for Comfort of Customers—Confectionery, China and Crockery Sold—Newest Bin Fixtures and Shelving.

Thorold, June 30.—At an expense of about \$3,000 an old store here has been transformed into one of the handsomest, cleanest and up-to-the-times grocery stores in Ontario. This may probably seem to be a rather sweeping statement, but it is a fact, nevertheless. There is little doubt that it surpasses ninety-nine out of every hundred outside of the large cities—and Thorold is yet only a town of over 2,000 inhabitants.

The credit is due to the enterprise of J. T. Petrie, the proprietor, who, about the beginning of the year, took over the store until then owned by the late T. E. Simpson, and his estate. The stock had previously been sold by auction, and when Mr. Petrie assumed control he remodelled the interior so completely that there is not the semblance of a sameness with the one that stood before.

The remodelling in such an up-to-date manner is largely an experiment on the part of Mr. Petrie. The store was opened to the public about six weeks ago and the large expenditure to obtain the up-to-date fixtures and equipment has so far been justified by the amount of business done.

The owner wants no better compliment than this: An esteemed old lady well known in Thorold, came into the store shortly after it was opened and after looking over the interior, she remarked, "Well, Mr. Petrie, I don't know whether you or the citizens of Thorold are to be congratulated for this."

In the first place the store-front is attractive. The block is of brick, and at once commands attention. There are two large show windows with prism glass at the top and the entrance between.

In Three Sections.

The store is 118 feet long and 20 feet wide, and is divided into three sections—confectionery and grocery department, china and crockery, and store-room. It has a hardwood floor and hot water heating apparatus with the furnace in the basement.

The cellar is used for storage purposes and has a concrete floor, so that goods are kept cool and wholesome. A new feature in the basement are prism windows, hung from the beams, and which may be either hooked on the beams or left hanging so as to diffuse the light to the rear.

Among the equipments belonging to the most modern types are the bin-fixtures, computing scale, butter and egg refrigerator, meat slicer and coal oil measurer. The counters and bins are of solid oak, with medium dark golden-velvet finish. The store is lighted by electricity with 12 Tungeston lights,

each 40 candle-power. The chain idea is particularly attractive.

For Customers' Comfort.

Upon entering the store there is observed on the left hand side near the large plate glass show window an inviting corner or waiting room, which has been set apart for the convenience and comfort of customers and their friends.

In close proximity is the confectionery department, stocked with high-class confectionery, temptingly displayed in plate glass show cases. Following this is the main grocery department, equip-



Interior View of the Petrie Store in Thorold, Ontario.

ped with counters and wall cases fitted with bevel mirror front and full glass display bins of different sizes for the display and handling of all lines of bulk goods, and shelving of special design for the attractive display of bottle, package and can goods.

On the opposite side of the store is a combination biscuit and fruit case, fitted with display bins for the handling of fancy biscuits without breaking the original package, and open fruit compartments for an extensive line of fresh fruits, and early vegetables.

The upper part of this case is enclosed with sliding glass doors, providing a magnificent cabinet for fine china, glassware, etc. From this case a section of open wall case and shelving

runs back to the private and general offices, which are placed most conveniently between the front and back stores.

There is also a counter on the same side used for the handling and weighing of meats, with a receptacle beneath fitted with sliding doors.

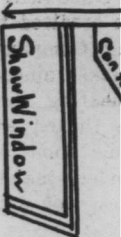
There is a cloak and wash room to the rear of the office, and this is fitted in accordance with the rest of the store.

A partition with a large archway separates the grocery from the china and crockery department. The china is attractively arranged on shelves and, by the way, Mr. Petrie was the first merchant in Thorold who imported these goods from the Old Country.

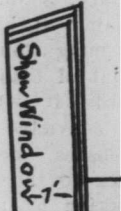
Mr. Petrie's enterprise does not stop at the door of the china department. His store-room to the rear holds its own with the remainder of the store.

A counter equipped with a weighing-

grocery and crockery, where



Entrance



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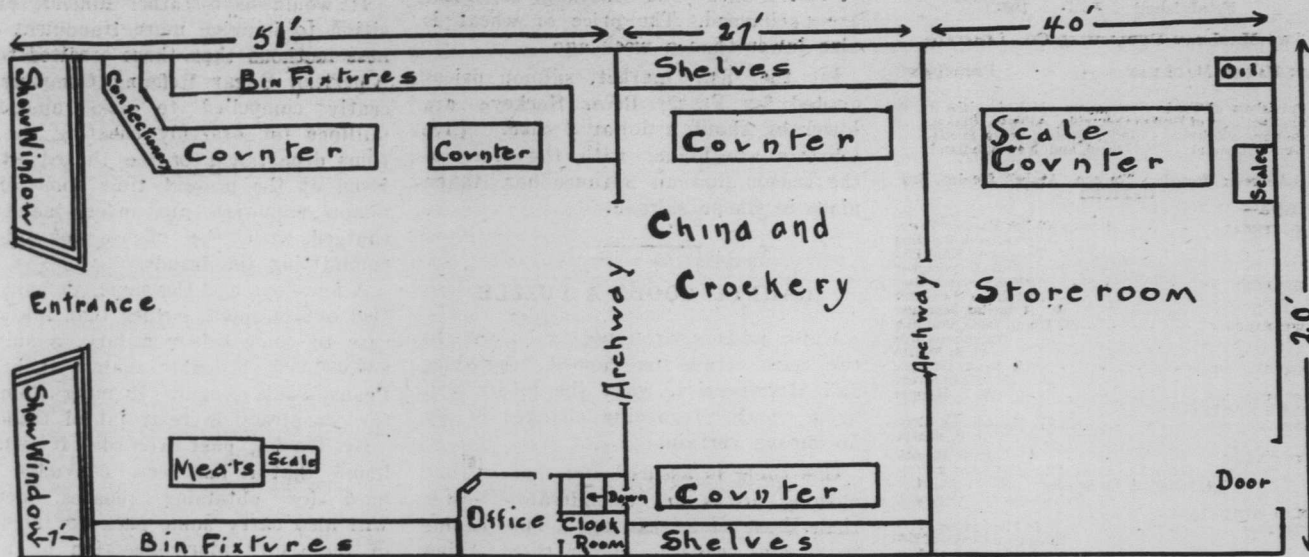
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THE CANADIAN GROCER

grocery and crockery store in St. Catharines, where he personally attends to

place of business. Mr. Petrie's progress will be watched with interest, particu-

er, who desires to purchase to the best advantage.



Drawing Showing Arrangement of Equipment in the Recently Remodelled Petrie Grocery, at Thorold, Ontario.

business. His manager in Thorold is A. H. Higgins, who is an experienced grocer and who is working up a good business. His labor should be comparatively easy with such an attractive

larly in view of the fact that he has expended so much in the remodeling and equipment of a store which has certainly been done with a view to obtaining the best.

A section showing the cost of freight is also counted among the valuable ones. Freight rates from various points is information often wanted and wanted badly. The price-book covers it nicely if proper care is taken in keeping it up-to-date.

The retail and wholesale prices are also given. If a customer comes into the store and disputes a price, saying that we sold her a certain article for such-and-such a price, all we have to do is to consult the price book in order to form an estimation of his or her memory.

Supposing a customer wanted to buy several boxes of a brand of soap. We naturally would give him a special price since he was taking a quantity. A half-minute perusal of the price-book shows us exactly the wholesale price and we can in a moment give our price to that customer. It has proven very valuable

The Price Book from the Retailer's Standpoint

A Grocery Salesman Describes a "Store-Kink" That His Employer Used to Advantage—A Ready Reference Book That Lasts a Lifetime.

By A. R. H.

Having noticed in a recent issue of The Grocer your desire to learn from clerks something about "store kinks," I have convinced myself that in the store in which I am employed, we have one.

Counter check books, day books and ledgers are common, but the term "price

the use and value of the book.

The first column is for the name of the article the retailer buys from the wholesaler or manufacturer. After every purchase the price-book is used accompanying drawing, is divided into a dozen sections with a heading at the for recording it. Next comes the

ARTICLE	BRAND	INVOICE PRICE	TRADE Dis.	CASH Dis.	FREIGHT	NET COST	RETAIL PRICE	WHOLESALE PRICE	BOUGHT OF	DATE OF INVOICE	QUANTITY

Drawing Showing The Various Sections of the Price-Book Used for Reference By Some Retailers.

book" is probably unfamiliar to the majority.

This "price book" is intended for reference and the information which it gives is of great advantage. The one to which I refer is about eighteen inches long and eight wide, and strongly bound. The cost should not be beyond three dollars, and for any ordinary grocer it should last a business life-time.

Each page, as you will see by the top of each, which practically explains

"brand," if there are more manufacturers than one, and this is followed by the "invoice price." The last column mentioned is one of the most important to the grocer. He can at any time turn to any article he has ever purchased and find what he paid for it. This is evidently an advantage, as it saves delays, and settles disputes in a minute.

The "discount" columns follow, one for the trade and the other for the cash. This also is handy to the buy-

in this respect and often have we had occasion to use it.

The party from whom the goods were bought is shown by the "bought of" column and this is followed by the "date of invoice," which is another of the particularly advantageous columns. If a traveler is offering us goods and we are not satisfied with his price, we turn to the price-book to see what they cost us the last time or at any time in the past.

The Canadian Grocer

Established 1886

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THE MARKET FEATURES.

Retailers should study the canned goods situation at the present time with a view to purchasing to the best advantage. As pointed in another column on this page quotations have been made by packer to jobber and by jobber to retailer and a large amount of goods have changed hands. Opening prices are low.

Strawberries have been the feature of the market of the past week, but the season is now on the decline. Prices dipped down rather low once or twice and on the whole were higher than anticipated. The crop was an abundant one, but owing to the infrequency of rains the fruit quickly ripened and was marketed in a hurry. Prices on a few occasions and in some places were lower than for years.

Canadian cherries and imported apricots now hold the stage-centre in the fruit market and grocers should look to these at once. Home-grown peas and tomatoes are also on the market. New potatoes are dropping in price, a change of 25 cents per barrel being noticed in Montreal.

The hog and hog-product situation is peculiar. An advance of a dollar a hundred for pork has occurred in Montreal, while in Ontario the prices are, if anything, easier. There has been an advance in lard in the former place also, to the extent of a quarter of a cent, while in Halifax the price is up to 16 cents per lb.—the highest in years.

The Winnipeg market shows a decline in rolled oats but markets elsewhere are unchanged. The price of wheat is also lower than a week ago.

In the fish market, salmon prices quoted for Fraser River Sockeye are lower by about a dollar a case. Live lobsters are higher with the close of the season and an advance has taken place in Gaspé salmon.

CANNED GOODS A PUZZLE.

While jobbers are quoting prices to the retail trade on canned vegetables and strawberries, what the future will bring forth regarding changes is by no means certain.

One thing is assured and that is that opening prices are considerably lower than those of a year ago. This is due to several causes, among them being good crop prospects and held over stock in some cases from last season's pack. Retailers have felt that the prices existing during the past two years had the effect of curtailing consumption and have impressed this upon jobbers and indirectly upon canners. No doubt this, as well as keen competition, has had something to do with the low prices.

Considerable quantities of tomatoes are still in stock. Opening prices at which contracts will be made by jobbers to retailers are from 17 to 20 cents per dozen lower than last year. Corn is down 10 cents and peas about the same. Beans are also cheaper by 10 to 12 cents, while strawberries, of which quantities have been carried over are less by 65 cents per dozen than opening prices a year ago.

The drought of the past few weeks has had the effect of shortening the strawberry crop and in consequence prices have gone up about 10 cents in some instances from those quoted last week.

No prices have yet been quoted on raspberries, but from present appearances the crop will be good. Few raspberries were carried over from last year, the supply having scarcely been equalled by the demand.

Still the future is an enigma, as is intimated by one jobber's assertion. When asked what was likely to happen he replied: "I would like to be able to tell you that; if I could we would make some money out of canned goods this year."

Packers are quoting prices to jobbers on an open market. The latter may sell to whom and at what prices they desire, which only makes the situation more of a puzzle. This accounts for so many different quotations to the retail trade.

FEW MORE LAWS TO BREAK.

It would be a rather difficult proposition to imagine more fraudulent business methods than those credited to the American Sugar Refining Company, recently compelled to make amends in millions for brazenly cheating the customs department of the United States. Even at the present time some of the minor employes are under indictment charged with the offense of actually committing the frauds.

A few days ago the same company settled out of court, rather than allow the case to come before a jury, a suit for \$30,000,000 brought against it by the Pennsylvania Sugar Refining Company for conspiracy in restraint of trade.

By tracing past records it will be found that it has been convicted and fined for obtaining rebates. Memory will also carry some back to the times of the secret pipe-connection by means of which thousands of dollars' worth of water were stolen from the city supply for use in the Brooklyn refinery.

The method by which the Sugar Trust annihilated its Philadelphia rival is described by the Wall Street Journal as so ugly that it "can not be adequately characterized under the statutes governing newspaper comment."

A loan to the Pennsylvania Sugar Company, secured on a majority block of that company's stock, was made by a secret agent of the Sugar Trust, with the seemingly harmless stipulation that the lender should nominate the directors until the loan was paid off. He elected himself and his clerks directors, and immediately shut down the Pennsylvania refinery.

The tricking of the government by false scales and the tricking of a rival company by a false loan are probably two of the most grave offenses in business that any United States concern can be accused of.

The New York Tribune in commenting on this says:

"The revelations in regard to the short-weight scales supply a commentary upon the revelations regarding the trick by which the rival plant in Philadelphia was closed. Many are too prone to dismiss cheating in the realm of high finance as mere 'smartness,' but here we have an illustration that goes hand in hand with the vulgar forms of cheating; that the agents or the management which stoops to one is not above the other; that the moral sense blunted at one end is likely to prove dull at the other; that, to be specific, those who would trick the Philadelphia refinery-owners out of their property would also systematically trick the Government with short-weight scales and are of the same kidney with the cheating grocer."

Whether or not any important statute has escaped its attentions, the Trust can

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certainly point with pride to the extensive fractures it has produced in the United States revenue laws, the Interstate Commerce Law, and the Sherman Antitrust Law.

AN EATON EDUCATION.

At the annual convention of the Retail Merchants' Association, held in Brockville recently, there was a resolution passed condemning the action of the Ontario Government in granting the school-book contract to the T. Eaton Company.

The discussion leading up to the passing of this resolution brought out some interesting facts and opinions. The convention was a unit as regards the scheme of the Eaton Company in offering to do the work at such a low figure. It was evidently an advertising scheme, which would tend to undermine the business of retail merchants throughout the province.

It was estimated that out of every 1,000 of the buying population outside of Toronto, only one knew how to deal correctly with the departmental stores. The aim of the T. Eaton Company was to educate the 999, and the fact that they have the school-book contract is a factor that will loom up large in their favor.

Merchants will not be keen to handle books in which there will be little profit for them. The bulk of the business will therefore be done directly with the publishers. This gives the company an excellent opportunity to propagate their campaign in educating the public how to do business with them. In sending for school-book supplies, which every family in Ontario must necessarily have, orders will soon be given for dry goods, groceries, etc. With the extensive advertising campaign being continuously waged by the T. Eaton Company, the general public will desire to do buying from them and they want to know how.

No doubt the T. Eaton Company had this in view when they tendered for the contract. It is probable, however, that they will fare better than they planned, and to that it will be to the disadvantage of the retail merchants from one end of the province to the other.

PRACTICAL MEN NEEDED.

Too often do the Governments of the provinces and of the Dominion err in their selection of men for commissions of enquiry into existing circumstances affecting health and trade conditions. Frequently men are placed on such commissions who lack the ability to intelli-

gently inquire into affairs which require thorough consideration.

Men are not all fitted for similar work. Members of Parliaments may be all right to discuss laws and regulations for the country, but when it comes to determining whether an alleged food is pure or not, practical men are needed.

Political favorites come in too frequently for work about which they know absolutely nothing. These are not the men to be selected by Governments. One practical man is worth a dozen such.

There is considerable truth in the philosophy of Elbert Hubbard, when he says that one good man can do as much in one hour as a committee can do in a week.

FARMING AND BUSINESS.

The more farmers there are, and what is of still greater importance, the more farmers there are scientifically cultivating the soil the better will it be for the country merchants.

Next to the farmers none would profit as much from an ideal condition of farm life as the country mercantile interests.

A prosperous farming community means a prosperous mercantile community.

Schemes, therefore, which tend to greater agricultural productiveness and add to the attractiveness of farm life should receive the sympathy and active aid of business men.

Where nothing is being done it will be anything but waste of time for business men to put their hands to the plough and cultivate an agitation.

Through business men's organizations, farmers' institutes, school boards, local press and many other ways much can be done.

It is education that is wanted—education that will attract the children in rural schools to farm life and that will induce the farmer to employ scientific and more profitable methods.

Now is the accepted time for the business man to get busy.

UNFAIR PUBLICITY.

Complaints are growing, says the New York Journal of Commerce, against the practice of many of the State pure food officials who take samples here and there, have them analyzed and publish the analysis, often branding the product "illegal" without taking any court proceedings.

The national law specially forbids any publicity until the case has been tried and a court decision reached.

Only recently the food inspector of a

western state took samples of a canned fruit which had swelled and was unfit for use. This is liable to happen to any brand of any product of the kind, and is perfectly apparent to any purchaser.

In this instance the commissioner published broadcast that he had examined a sample of "So-and-so" brand of canned fruit and found it unfit for consumption. There was no chance given to the packer to state his side of the case, for there certainly are two sides in cases of that nature.

Ex parte decisions grow less popular every year, and this practice of putting the brand of illegitimacy on a product without a court trial is unfair to the manufacturer and opens what might be a large line of graft if the official was so inclined.

OBTAINED HER TEA TRADE.

Grocers everywhere are up against the peddling nuisance, and how to make the best of circumstances should therefore be the keynote of every retailer's methods.

The experience of a grocer in this connection is interesting and his method of alleviating the evil of one customer buying her tea from the peddler is worthy of consideration.

The customer in purchasing her groceries included a quarter of a pound of tea in the order. The grocer looked surprised that such a small quantity satisfied the large family which he knew existed in this particular case. He referred diplomatically to these conditions whereupon he was informed that she purchased her tea from a party who called regularly at her residence.

A sound, sensible talk, one free from any offence, ensued. The grocer asked if it were fair that he should maintain his business for the convenience of a clientele while the latter in return purchased tea, fruit, etc., from men who were here to-day and gone to-morrow, who came at their own conveniences and who took no interest in the welfare of the community.

The woman was a sensible one and susceptible to reason. She had never looked at it in that way before, but since the new phase of the question was presented in a reasonable, fair manner, she decided to discontinue purchasing from the tea-peddler. Her decision was acted upon and the grocer henceforth secured her entire tea business.

This illustrates what can be accomplished by diplomacy and reason. The same applies to those who buy from the mail-order houses.

Notes from the Maritime Provinces and Quebec

How a Sydney Store Has Been Remodelled — Heavy Lobster Shipments From Halifax to England—Sugar Arrivals From the West Indies—St. John Grocer's Method of Catching Tourist Trade.

SYDNEY C.B.

July 6.—Improvements to the premises of Harringtons Limited, Charlotte Street, are nearing completion. When finished this store will be one of the finest in its own line in the Maritime Provinces. A spacious, well lighted room on the second floor, 50 by 30 feet, will be devoted entirely to the crockery and chinaware department. The room is now in the hands of the painters and it will undoubtedly, when completed, be one of the handsomest shop apartments in the city. At night it will be brilliantly lighted, and with the great variety of chinaware etc., displayed will make an attractive point for shoppers. The firm is making a specialty of crockeryware and kitchen utensils of all kinds and their stock is probably the finest ever seen here. The transferring of the crockery department to the second floor gives more room on the first or street floor, which will be devoted exclusively to groceries. It is likely that new plate glass windows as well as a new central door, will be put in. In the back premises refrigerators of a special kind have been installed, which will keep goods fresh, and clean.

ST. JOHN.

July 6.—Austrian granulated sugar advanced ten cents during the last week and fresh salmon is dearer.

The harbor fishing season is now pretty near at an end. Salmon have been scarce and the price high. The majority of the fish were shipped to the United States for July fourth market. Shad were quite plentiful, but the demand from the west kept the price high. Gaspereaux were in good supply and lobsters have been quite plentiful.

The cold backward weather has retarded the growth of vegetables and berries and these are all likely to be later than usual this season. The first lot of green peas arrived on Monday and sold at 75 cents a peck.

Strawberries are coming in slowly and the price keeps high. They are retailing now at 17 and 18 cents a box.

Rhubarb is selling now at 1 to 1½ cents a pound wholesale.

Talking with a number of the retail grocermen this week it was remarked that business had fallen off considerably in the past few weeks. This was accounted for largely by the annual exodus of city people to the suburbs. A few years ago it made little difference to the local grocers if their customers did go away to the country, as they would continue to send supplies to them by train or boat, but in the past few years, small grocery and general stores have been established in the suburban districts, while teams with meats and fish and some with a mod-

erate sized grocery store on wheels, call at the houses several times a week and the people, finding it much more convenient to get stuff right at their doors, gradually cut away from their city dealer. This means quite a loss to the city merchants, as the annual exodus to the country seems to be more popular each year.

One grocer has shown his enterprise by having a neat time folder printed, showing the arrival and departure of suburban trains on different lines, and each of these folders is a constant reminder that this grocer,—M. E. Grass—makes a specialty of suburban orders and gives careful attention to the wants of picnic parties, fishermen, sportsmen, etc., etc.

Several wholesale and retail grocers have moved with their families to the country for the summer. Hon. D. J. Purdy is at Millidgeville; Charles F. Francis, at Pamdenee; Ald. John W. Vamward, at Riverside; John A. Lipsett, at Renforth; Sydney Francis, at Acamac; J. Willard Smith, at Westfield; L. G. Crosby, at Ononette, and Charles H. McDonald, at Woodman's Point.

HALIFAX.

July 6.—The grocery business is reported good all round and the prospects for a continuance are excellent. Money is circulating quite freely and collections show considerable improvement. The demand for fancy goods remains strong and staples are being neglected for the present. The wholesale jobbers are asking 16 cents per pound for lard. This is the highest price quoted here for lard in many years. While the sugar market is still easy there is no reason to suppose that there will be any change for several weeks. Another advance is noted in rolled oats, and the price now quoted is six dollars per barrel. Some Egyptian onions are now coming on the market. The quality is good and they are wholesaling at about 3½ cents per pound. There is an abundance of fruit of excellent quality and prices are fairly reasonable. The first new potatoes came on the market this week. They are American and the price is high, \$2.50 per bushel being asked.

With a full cargo, including ten thousand cases of lobsters valued at nearly \$200,000, the Furness line steamer Kanawah sailed for London to-day. This shipment of lobsters is the second of the present season from Halifax and the prospects are that even larger and more valuable shipments will be made shortly.

E. M. Walker who started a grocery business in Dartmouth in 1869, retired

from business life last week and his business passed into the hands of John B. Coleman and John Eisniner. Mr. Walker will spend the remaining years of his life without the exacting ties of a retail business. H. R. Walker, who was in charge of the tea department of the business, has branched out for himself, and has taken the adjoining shop and warehouse, where he will conduct a wholesale tea house.

Large quantities of sugar are on the way to Halifax. The steamer Uller is bringing a full cargo from Trinidad, and the steamer General Gordon will leave the same port later with sugar for Halifax. The regular Pickford and Black steamers are also bringing large cargoes. About ten thousand bags, landed here from the steamer Crown of Galicia, are still at the Deep Water terminus awaiting shipment in Montreal.

It is predicted that the strawberry crop in Nova Scotia this year will be small, owing to the drought during the latter part of June. The season opened this week with the arrival of a few crates of fair quality berries. The price opened at 25 cents and as the shipments gained slightly the price dropped to 20 cents per box.

There is not much change in the butter market, prices remain pretty steady. It is reported that some of the wholesale dealers are buying up the surplus butter placing it in cold storage. Creamery is quoted at 25 cents and fresh made dairy at 20 to 22 cents. Chesse, large are quoted at 13 and twins at 13½. Eggs are in fairly good supply, and the most of the stock offering is of good quality. The price quoted is about 17 cents.

E. W. Crease and Sons retail grocers, Argyle Street, have realized the benefit of up-to-date fittings and have recently had them installed in their store. They now have new bin fixtures all around the store, and while displaying the goods excellently, they are at the same time protected from the dust. The fittings are all of quartered oak and the drawers and bins all work on pivots or rollers and are most convenient.

J. T. Poulin has joined the sales staff of Laporte, Martin & Co., Montreal.

Louis Hambly, with Scandrett Bros., London, wholesale and retail grocers, was in Toronto last Friday.

— Emmerton, of Emmerton Bros, general merchants, Ripley, Ont., was in Toronto on Monday on a business trip.

Lady (to grocer boy)—“Don't you know that it is very rude to whistle when dealing with a lady?”

Boy—“That's what the guv'nor told me to do, mum.”

Lady—“Told you to whistle?”

Boy—“He said if we ever sold you anything we'd have to whistle for the money.”—Modern Grocer.

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July 6.—Ed. F
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Some Interesting Ontario Grocery Correspondence

Ottawa Grocers Object to Fruit Exchange Selling to Consumers—Grocer at Lindsay Experiences Best Season in Years—Peterboro Merchants Not Troubled Much by Street Peddling—Strawberry Season Nearing a Close—Good Raspberry Prospects.

OTTAWA.

July 7.—In spite of the weather, which was not the finest, there was a large offering on the market on Saturday morning and the attendance of buyers was good. As there was no Thursday market on account of the holiday, two days' buying had to be compressed into one. The feature of the offering was the quantity of vegetables on sale. Prices were as follows: beets, 40c doz.; peas, 25c qt.; carrots, 30c doz.; radishes, 4 doz. 25c; onions, 3 doz. 25c; asparagus still holds at \$1.00 doz. The offering of strawberries was by far the best yet on view, \$1.00 per dozen boxes being the prevailing figure for local berries. Potatoes are firm at \$1.10 to \$1.25 per bag. Butter was perhaps a little stiffer, the price asked being 23 to 25c per pound for pail variety. Chickens brought from \$1.25 to \$1.75 per pair.

There were 922 boxes of cheese boarded on Friday last on the Ottawa Cheese Board and all were sold except 220 boxes. The prices were 11 $\frac{5}{8}$ and 11 9-16 as compared with 11 $\frac{1}{4}$ and 11 $\frac{3}{8}$ the week previous.

The Dominion Fruit Exchange, Ottawa, last week brought large quantities of strawberries into the city and ran a large advertisement in the local papers for three days stating they would sell retail to any person at 6 and 6 $\frac{1}{2}$ c per box delivered. Needless to remark the housewife took advantage of the same and it was necessary to employ five deliveries to deliver the fruit, each purchaser having to buy the whole crate of 27 boxes. The retailers feel that they have been slighted and are very much up in arms over the affair. About 80 per cent. of the dealers are buying now direct from the gardens and leaving the auction sales to the peddlers.

The marriage of F. W. Forde, retail grocer and former president of the Ottawa Retail Grocers' Association, to Mrs. Lizzie Jane Harrison, took place quietly on Friday evening. The guests included only the relatives of the contracting parties. The groom was supported by A. G. Johnson, grocer. After the ceremony and supper, Mr. and Mrs. Forde left on a trip to Old Orchard via Boston and New York, and are not expected home for two weeks.

E. Hunt, a Bank St. grocer, has returned from a trip to the Old Country.

The change in the weather is much greater in Ottawa than what one carries around in his trouser's pockets.

LINDSAY.

July 6.—Ed. Robson, proprietor of the West-End Grocery, had an attractive window this week. He had it dressed

to catch the eye of the camper and the tourist. A miniature tent in one corner dyed excelsior for grass, a water pond, etc., as well as a variety of supplies, were the essentials in this A-1 camp.

New potatoes made their appearance on the market Saturday and also in the grocery stores. They sold at fifty cents a peck, and a great number of the citizens, more especially those who are fond of relishes, bought a peck or two. The first always seem to be the tastiest.

There has been an exceptionally good run on strawberries this past week. As far as the town growers are concerned so far the crop has been small, but large shipments have been received from outside points. Locally the growers state that they are only getting one box this season where last season they got five—quite a falling off. Some of the grocers and fruit stores are selling these at eleven boxes for the dollar, while others are selling them at fourteen for a dollar. It does not seem just the right practice to follow. The grocers would no doubt benefit if the prices were uniform.

Robson's grocery store was entered by burglars the other day, although nothing of any account has been missed. They entered the cellar through the grate at the front of the store, but fortunately the door into the cellar from the store was securely locked and the intruders were baffled.

Your correspondent dropped into Adams Bros.' store Saturday afternoon and had a brief chat with the senior member of the firm, J. E. Adams. When asked how business had been he at once stated that he had never experienced it better. "I'll tell you how it goes," said he. "A large trade was done in pineapples this season, more so than last year. There was a big demand for the pines, and of course it naturally follows that those buying pineapples for preserving purposes also needed the sugar, etc. Well, it so happened that the season for pines extended into the season for strawberries, and the demand for the luscious red berries promises to be brisk. Already hundreds of boxes have been disposed of. I think that before the strawberry season closes we will have a plentiful supply of raspberries, gooseberries, etc., so that we are having a splendid season all round; and it is peculiar in the grocery business, as soon as there is a demand in any one line, other lines seem to take a step forward at the same time. We have experienced it that way. So far the fruit season has been a very bountiful one."

Palmer Eyres has joined the ranks of the sugar shakers and counter hoppers.

He started in with Adams Bros. Saturday, and as it was a busy day he got off to a good beginning.

PETERBORO.

July 7.—The merchants have not yet announced the midsummer half holiday which they extended to their clerks last year. The latter are looking forward to it but as yet there does not seem even to be a rumor of it. All the towns in this district are having closed stores on one afternoon in the week, the choice being Wednesdays in some places and Thursdays in others.

There was a slight swoop upwards in the price of eggs last Saturday on the market. The farmers were asking 20 cents a dozen.

Since the opening of the season for early fruits and vegetables there has been a marked falling off in the usual market offerings. The Grocer's correspondent has been observing the state of affairs and it is apparent that the merchants are getting a greater trade than in the past years. The market gardeners seem to have forsaken their one time habit of displaying their goods on the market and are going directly to the grocers. The channel seems to have been diverted and even the practice of selling from house to house has fallen off to a large extent. This has been noticed during the last month in the case of radishes, onions, new peas, early potatoes, strawberries, cherries, etc. There is one fact assured and that is that Peterboro people receive little or no opposition from the farmers on the market compared to former years.

Peterboro grocers had to send out of town for a large part of their strawberry supplies. The warm dry weather seems to have cut down the local supply considerably. The price has been very fair and one day last week, R. C. Braund offered an excellent quality at 14 boxes for \$1. He had no trouble in disposing of them. This price of course did not prevail and the general quotation is now ten for a dollar. The imported berry seems to meet with more favor than those grown locally. This has been reported in more than one instance.

J. T. Donoghue, corner of Rubidge and Sherbrooke streets, has made decided improvements to his grocery store both interiorly and exteriorly. He has been in business several years and has now a model equipment for the handling of general provisions and groceries. In spite of opposition he is enjoying a good business and the neat trim appearance of his place should be an additional asset. His show cases and shelves are well arranged from a utility standpoint and every thing is bright and inviting. His windows have new awnings and the entire place is a credit to the proprietor.

The commencement of the fruit season is again calling for an extra supply of sugar and the grocers state that the demand is showing a slight increase. Cherries and berries are at present the only fruits that the housekeepers are buying.

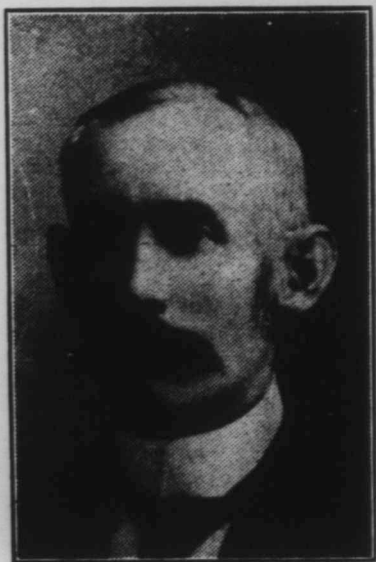
THE CANADIAN GROCER

White & Gillespie invariably have a night show window. They arrange to have some kinds of goods on display and a colored light shows off the goods in a striking manner. It is generally a quiet arrangement but it is so neat and dainty that it always demands attention. The firm seems to have made a specialty of this and it always catches the attention of the people passing after dark, which in the summer time is generally a larger number than during the day.

LONDON.

July 7.—Wholesale grocery trade is fair, merchants reporting orders more numerous than usual, but not as large. Collections are good. All staple goods remain unchanged. The tea market is firm. Early pickings of Japans are about all sold out at one to one and a half cent higher than last years. There are no quotations yet for cheaper teas. Quotations for California fruits are coming in.

Norman McLeod, whose portrait photograph is here reproduced is vice-president and one of the most energetic members of the Retail Grocers' Association. At the recent picnic Mr. McLeod was indefatigable in his efforts to please the association's guests, and to him as much as anyone else is due the success of that affair. Mr. McLeod is the oldest retail grocer in the city, his two stores,



NORMAN McLEOD,

First Vice-President of the London Retail Grocers' Association, and the Oldest Grocer in the Forest City.

the "Cash Bargain Grocery," at 133 King street and 609 Dundas street, being among the best stocked and most efficiently conducted in the city. Years ago Mr. McLeod clerked in the store of Charles Elliott, recently of Elliott, Marr & Co., and now collector of customs for London. A son of Mr. McLeod's, Norman, jun., is also in the grocery business here.

In connection with the merger of the principal gum factories of the United States and that of C. R. Somerville, of this city, a number of men connected with the movement were in the city last week. The visitors, who included Mayor Adam Leighton, of Portland, Maine; F. B. Adams, of Portland; Samuel Graves, of Salem, Ohio; T. W. Schwab, of Philadelphia, were entertained at the Tecumseh, and afterwards left with Mr. Somerville to inspect the different concerns in the merger. It is rumored that Mr. Somerville will be made general manager for Canada of the combined factories, and it is estimated that within three years the business done by the factory here should be trebled under the new regime.

Members of the Retail Grocers' Association are talking of running an excursion to Port Stanley, on the afternoon of the 21st inst., with a moonlight trip on Lake Erie in the evening. On the same day the annual event known as "the grocers' excursion to Niagara Falls" will be held.

CHATHAM.

July 7.—The strawberry season is practically finished. Though busy while it lasted, it was unusually short. A good rain last week would possibly have prolonged it. The season, however, was late in beginning; and it seems as if such seasons, no matter when they begin, usually terminate at the same time every year. The raspberry season will open in about a week's time. Grower's report prospects excellent; though it is admitted that everything depends on weather conditions. Several grocers have remarked that in spells like this, when the bulk of business is large and the turnover considerable, business is largely confined to special features, and regular shelf goods move slowly. The explanation doubtless is that housewives are so busy preserving that families get "pot luck" in the matter of meals.

Berry prices were pretty well maintained this year, the lowest being \$1.25 a crate. There has been very little, if any, cutting in sugar. Most of that reported apparently originates in the minds of bargain-hunting shoppers. Grocers here are well satisfied to let a few isolated cutters cut, the general conviction being that they do themselves more harm than good.

Grocers and customers alike seem well pleased with the improvements in the quality of jars this year. They are much better packed than formerly and breakages are rare compared with last year, when it was not unusual to have four or five broken jars in a single box. Not only this, but a prime cause of complaint in the old jars seems, in part at least, to have been remedied. Housewives complain that with 1907 and 1908 jars, after they were a little while in use, it was impossible to screw the rims tight. Blame was attached to the lightness of the tin used. This year the rims seem to fit much tighter.

Wilfrid McCorvie, of the grocery firm of John McCorvie & Son, leaves to-

morrow morning for a month's trip to the west. He will tour the Canadian west to the Pacific coast, take in the Seattle exposition, and return via Southern California and Salt Lake City.

V. J. Bosworth, jr., of the Bosworth grocery, 184 William St., is spending a couple of weeks in New York City.

Jas. A. Thompson, confectioner and wholesale and retail fruit dealer, last week made an assignment to T. A. Smith of this city. The creditors' meeting will be held in Chatham on July 14.

Geo. Dodson, grocer and general merchant, Highgate, was recently united in marriage to Miss Edna Shauffer of Tilbury East.

Miss Foster, daughter of Jeff Foster, grocer, of Leamington, was the winner of a free trip to Muskoka offered by a Windsor paper, and is now enjoying her holiday. Miss Mary Malott is taking Miss Foster's place on the grocery staff.

Jas. Rutherford, manager of the Blenheim mill of the Canada Flour Mills Co., Limited, since its inception, has purchased the mill from the company.

Miss Bertha Hill, for five years book-keeper of the King Edward Grocery, Chatham, was married on June 30 to Donald McDonald of this city. Miss Verna Meggs has joined the King Edward staff in Miss Hill's place.

TORONTO.

July 5.—Dominion Day brought with it the annual parade of the Toronto Open-air Horse Parade Association in which many horses belonging to grocers and the allied interests took part and obtained prizes. This year the entries numbered 574, being an increase of 119 over those of last year. Medals and prizes were presented in Queen's Park by Mayor Oliver, assisted by President Noel Marshall, the president of the Association. In the class "Commercial Horses in Harness," open to all, prizes were won by York Springs and Lake of the Woods Milling Co. The Harris Abattoir Co. captured third for single express and heavy delivery horse and outfit, open to all, and in the single horse and outfit, open to bakers and confectioners, the results were: 1, Sam, Christie, Brown & Co.; 2, Cock o' the North, Cowan Company, Limited; 3, Napoleon, Bredin Bread Company. There was a class open to grocers only in single horse and outfit, the judges being Wm. Radcliffe and C. A. Dunning. The winners were: 1, Roger, R. Barron, Limited, and Dollie, R. Matthews, 509 Yonge Street; 2, Joe, H. G. Macdonald, 223 Sorauen Avenue, and Fred, R. Barron; 3, Polly, Thos. Berrie, 349 Broadview Avenue, and King, Robert Glendenning, 114 Westmoreland Avenue; 4, Maude S. K., W. Armstrong, 852 Yonge Street, and Fred, R. Matthews, 509 Yonge Street. A similar class open to fruit, fish and game dealers showed the following prize winners: 1, Kitty D., M. Doyle, 26 Market Street; 2, Jack, R. A. Leighton, Davenport road, Seventh Ward; 3, Charles II., Clemes Bros., Church Street; 4, Jessie, Fred Woodlawn, 55 Palmerston Avenue; commended, Nellie, A. Cosento, 165 Queen St. West. In the single horse and outfit,

open to millers chants, prizes Kate, R. Knowlton, 2, King, A. Aronson, 3, Tom, John Street West, 806 Queen Street. Single horse sale and retail, Fred, belonging to Minto Bros., Maciver Bros., Co., 32 Bismarck Street, Sailor Boy, Wi-

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H. R. H The Grocer, happy.

open to millers and flour and feed merchants, prizes were won as follows: 1, Kate, R. Knowles, 656-658 Yonge St.; 2, King, A. Armstrong, 263 Pape Ave.; 3, Tom, John Williamson, 538 Bloor Street West; 4, Peter, E. D. Gamsby, 806 Queen Street East. In class 41, single horse and outfit, open to wholesale and retail provision merchants, Fred, belonging to F. J. White of Minto Bros., came first; Don J., Maciver Bros., second; Dann, White & Co., 32 Bismarck Ave., third, and Sailor Boy, Willard & Co., fourth.

Several Toronto bakers have reduced the size of loaves of bread from 20 to 16 ounces. This is virtually a rise in price of one and a quarter cents per 20 ounces. The cause is attributed to the rise in the price of flour.

R. J. Williams, 896 College Street, who succeeded A. Rily, is satisfied after a month's experience, that he made no mistake in choosing the location he did. He hustles, and his wife looks after the details of the store.

W. J. Graham, College Street, was quite interested in the opinion expressed in last week's Grocer in reference to invoicing goods at retail prices, with a discount off for the profits of the retailer. He thinks it would be the best thing that ever happened. He is one of the live College Street grocers, who makes sure that he gets his share of what is going.

Geo. Rogers, 930, College Street, has his store always in good trim, and the seasonable goods in proper display.

A. Hudgin, 198 Dundas St., has some trouble with his canned goods. He sold several cans, which, according to the label on the outside, were tomatoes, but when opened by the customers they were found of a pale yellow color, and immediately returned as bad. Through his high qualifications as a grocer he soon discovered that the contents were a superior quality of pumpkins. He now looks at the label and is quite sure that it reads tomatoes, but is not quite so sure about the inside.

McCaw & McKay make a strong kick against the system of classing all grocers alike in dealing with them. They say that, if they, through some mistake, overlook to meet a weekly payment, in the minute they are blacklisted. "It is neither decent nor businesslike, and retailers should not stand for it," they say. "We pay our bills promptly, as they all know, but we do not like to submit to such harsh and unreasonable methods."

Mrs. Goodway, Dundas Street, has her store well looked after by her two daughters. They do their work in a businesslike manner, and deserve great credit, as well as a liberal share of the trade. They read The Grocer, which is a great help to them.

W. J. Fitzgerald, Christie Street, is also complaining about having been put on the black list. He thinks the wholesale men have a right to get their money, but they should not come after innocent men in that "bull-dog" way.

H. R. House, Christie Street, reads The Grocer, increases his trade, and is happy.

H. W. Smith succeeded John Waddell on Christie Street about four months ago. He claims that he has the store which was the first on that street, and in which several have made their "piles." By appearances, he will outdo his predecessors, for he is a worker.

STREETSVILLE.

June 7.—R. Graydon, who kept a general store here was one of the unfortunates who was burnt out a few days ago.

E. Goodison & Co., have been in Canada for 35 years, and conduct a general store business and carry everything from a needle to such articles as pianos, buggies, cream separators, etc. They take in large quantities of butter in exchange for goods, with which they supply grocers in Toronto. There are four general stores here, and if it is possible for one to handle a larger variety of goods than the other, it is this firm that takes the cake.

F. W. Morgan is mayor of the town as well as a merchant. He also carries so many lines that it would be easier to name what he does not carry than what he does. His store was considerably damaged by the fire and had a narrow escape.

C. H. Falconer has the store which was established by his father about 40 years ago. He was born here, where he spent all his life, and therefore knows all about his business, the town and the country surrounding.

Fred Ward's business has not yet developed into a department store. He does not carry everything but devotes his attention more to fruit, ice cream and other delicacies. With the assistance of his wife and daughter, he has very little reason to worry.

BRACEBRIDGE.

July 7.—Lazzare Bros, of Toronto, have opened out a wholesale and retail fruit store in the Tremble Block.

"Jimmie" Reid, the star home player of our lacrosse team had his knee badly hurt in a championship game on Dominion Day, making Armstrong & Gillespie short handed.

Kirk Bros. have a beautiful window display in the nature of camp supplies. The window shows an expert hand behind the scene, and reflects great credit on the trimmer.

Monday last seemed to be travelers day in our town as no less than nine called at one store. Its to be hoped they all secured good orders—at any rate they seemed to be happy.

A heavy tourist invasion is looked for from now on. Most of the leading hotels and large summer homes have already received applications for rooms.

Hutchison Bros., grocers, lost a valuable delivery horse on Friday last. "Old Duffy," was a general favorite and the above firm have lost a faithful servant.

The strawberry, on account of the big crop, found its way into nearly every

household this year. The price—95 cents per dozen boxes—was the lowest reached in this section for some time. Last year a great many people and merchants got badly left on account of the short season and high prices.

The account of the London Retail Grocers picnic in the last issue of The Grocer is making itself felt in our town. Already some of our leading merchants and clerks are talking of having one. That's right boys, go ahead and get up a good one; the grocers need the outing, but don't forget The Grocer correspondent in the invitation list.

HAMILTON.

July 7.—Business seems to be getting in pretty good shape. Grocers report rushing trade in fruit and sugar which, while not showing so much profit as is made on some of the cereal lines it shows a little, keeps them moving and consequently there is less grumbling to be heard.

Wholesale grocers say things are booming both as to sales and collections, and that city trade never was better. We are advised that strenuous efforts have recently been made by the local houses to make arrangements with the manufacturers to ensure better profits for the retailers.

STRATFORD.

July 7.—Farmers on the market on Saturday last, reported that as yet, little or no hay has been cut, and it will probably be about a week yet before it is commenced. They also state that a good rain at the present time would be of great benefit to the grain, as well as the haycrop. All the usual farm products were in abundance, especially butter, eggs, potatoes and chickens. Instead of taking a downward drop as expected eggs and butter seem to be getting dearer. Each of these sold at 20c, and were present in large quantities. Potatoes brought from 75c to 90c, and chickens from 50c to 80c.

The outlook for small fruits is said to be the best that this section of the country has experienced for some years. Raspberries and cherries will be the next small fruit to come in. Cherries will not be forward in any large quantities for perhaps a week yet. Raspberries are well in the blossom and should ripen quickly under the present weather. They will do even better than the cherries, some growers of the latter, reporting that the early cold weather seemed to have caused quantities of the green cherries to fall from the trees. Plums will make a fine showing, if nothing happens to interfere with the present outlook. Here again are reports of plums falling from the trees, but the loss in this way will be atoned for in the improvement in the fruit that remains. Gooseberries are likely to be a very large crop; red currants are expected to be abundant also.

The strawberry season in this locality is practically ended. Although it has been a very heavy one with most grocers.

Business has been very brisk this last month, the June sales of this year, in many cases, far exceeding those of last year with most merchants; and the prospects for the next few months are brighter still.

INGERSOLL.

July 7.—This week will witness the passing of the strawberries. The crop has been a bountiful one, probably the largest in years in this section, but only for a day or two did the prices get down to those of a few years ago. Considering the great quantity of berries that were available the prices were comparatively high. There was probably never a time when the weather was more favorable and the fruit on the whole, of such first-class quality. The periods of rain and sunshine last week, however, had the effect of ripening the fruit unusually fast, and this fact alone was responsible for a drop in the price for which housewives had anxiously waited. The drop came when the growers found it necessary to market their fruit as quickly as they could get it gathered. For a couple of days seventeen boxes were sold for a dollar, and a few lots sold at 20 boxes for a dollar. This state of affairs however, was the exception. This week the supply has gradually dwindled down and the price is again back to ten cents per box, with only a fair demand.

It is felt that the Retail Merchants will receive favorable treatment from the council in regard to their request that peddlers and hawkers and others doing a transient business in the town be called upon to pay a higher fee than formerly. This matter was recently carried before the council by a very influential deputation, and at the time they were given to understand that their grievance would receive careful consideration. The finance committee of the council in reporting at a meeting this week instructed the clerk not "to grant a license to sell by public auction on the market square or anywhere in the corporation until such time as the council have considered the request of the Retail Merchants' Association."

Interest in the Retail Merchants Association continues to grow. The membership has been augmented and the association has taken up many questions by which they should profit as a whole. There has been much important work for the association during the past couple of years, and the only regret is that the same enthusiasm and earnest disposition, which now prevails, was not manifested months ago.

Large quantities of new potatoes are now being carried by the grocers. The demand for the old "spuds" is gradually falling off, as the new ones are

coming in. The ruling price is 50 cents a peck.

GALT.

July 7.—Trade conditions in Galt are unusually brisk just at present. Grocers and merchants in other trades report that business is exceptionally good.

Galt now has a Wednesday market, which is largely patronized. Strawberries still remain high in Galt, the price not yet having fallen below three boxes for a quarter. Just why this is cannot be understood. The crop was an abundant one, while it lasted. New potatoes are worth 15c per quart; new cherries 15c per quart; new peas 40c peck; butter and eggs 20c.

The Board of Trade and Retail Merchants' Association recently tendered a complimentary banquet to Allan Deans and Hugh Walker, who formerly conducted the Red Front grocery store. The banquet was attended by a representative gathering of business and professional men, all of whom referred in eulogistic terms to the guests. They were presented with silver-mounted fountain pens. They have closed up business in Galt, Mr. Deans having accepted a position as traveler with a Toronto firm, and Mr. Walker goes to Paris. Their former premises will be occupied by Frank Chapple, stationer.

The retail merchants' picnic will be held on July 22nd this year. The picnic was exceptionally successful last year, and the committee in charge state that this year's will be even better.

Jas. Clay, proprietor of the grocery of that name, reports that business in his section of the town is particularly good just at present.

Grocers state that many housewives are doomed to go through the winter without the usual supply of preserved strawberries. "These people," said a grocer to your correspondent, "won't buy berries now. They imagine that if they wait until the last minute they will be able to get berries for five cents a box. But they won't."

THE TRADE SITUATION.

The fact that trade conditions in Canada are improving rapidly is shown by the government returns to hand for the month of May. Gratifying increases in both imports and exports are observed and indicate that the trade has practically recovered from the depression which set in during the fall of 1907, and is now almost equal in volume to the high record set two years ago.

Imports for the month totalled \$28,060,076, an increase of \$5,183,547 over May of last year. For the first two months of the fiscal year the imports totalled \$50,592,549, an increase of \$7,792,625 over the corresponding period of last year. The customs revenue for the month shows an increase of \$670,000.

Exports of domestic produce for the

month totalled \$15,810,207, an increase of nearly two millions. For April and May the exports totalled \$27,673,004, an increase of \$2,471,704. The total trade last month, including coin and bullion, amounted to \$44,911,726, an increase of \$7,029,650. For the first two months of the fiscal year the increase in the total trade has been \$11,457,926.

GROCERS' EXCHANGE NOTE.

P. Marrin, Winnipeg, extended an invitation to the Exchange to meet in the Manitoba capital in 1912, during the Selkirk Centennial Exposition. The invitation was unanimously accepted.

Alexander Foxton, Brockville, has disposed of his property on King Street west, comprising grocery store and adjoining residents, to W. M. Osborne, who has also purchased the complete fixtures, fittings and stock-in-trade. Mr. Foxton and his son, Edgar, purpose moving this month to Detroit, Mich., where the latter has already accepted a good position.

The St. Catharines Cold Storage and Forwarding Company have received satisfactory returns from the shipment of strawberries that went from there to Winnipeg last week. The fruit arrived in good condition and netted the growers \$1.85 per crate. A consignment of cherries were shipped by the company to Winnipeg this week.

TRADE WITH THE BARBADOS.

E. H. S. Flood, Canadian Trade Commissioner in the Barbados, points out that Canadian manufacturers of condensed milk should look to trade with those islands. He says:—There was an increase in the importation of condensed milk into Barbados last year, and generally throughout the West Indies an increasing quantity is being annually imported. The attention of Canadian companies putting up this article should be directed to this market. By referring to the blue books, it is found that the import into Trinidad last year amounted to £22,029; in Demerara, £12,331; and in Barbados, £4,097, making a total of nearly £45,000 for these three principal colonies. At present Great Britain supplies the bulk of this trade.

Nairn & Jackson, grocer. Moose Jaw, Sask., have sold to W. J. Moffat.

Hector Cote, general merchant, Cavignac, Que., is offering a compromise.

Creditors of Geo. Hassan, general merchant, Tweed, Ont., met on the 8th inst.

Assets of St. Laurent & Freres, general merchants, Grand Street, Esprit, are sold.

The assets of T. Lecourt & Co., grocers and liquor merchants, Montreal are to be sold by tender.

Business

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Business Conditions Affecting Western Grocers

Strawberry Crop in British Columbia Not as Large as Was Anticipated—Pacific Coast Cannery Object to Fishing Regulations—New Winnipeg Store Adopting Novel Methods—Building Progress in Prince Rupert.

VANCOUVER.

July 6.—Local eggs are advancing slightly, being quoted at 32c and 33c wholesale. Eastern candled stock are also slightly higher, being quoted from 25c to as high as 27c.

There will not be as much preserving done this year as in former seasons. Strawberries have not been as plentiful or as cheap as the housekeeper would wish. Just now the rush is on apricots. Generally speaking, the fruit demand is very strong, although warm summer weather has not prevailed yet to any great extent. One merchant for instance handled nine cars of fruit on Saturday and Monday, which is going some.

Now that orders are being placed for Japanese oranges for the trade next Autumn, the provincial government is making public what it will do in regard to their importation. Notice is being given that all oranges found to be infected with San Jose scale or other scale insects will be dealt with in the same manner as importations of apples found to be similarly infected, that is either the consignment will be returned to the point of shipment or destroyed here.

The factory of the Kootenay Jam Company, at Nelson, has started operations for this season, the first boiling taking place on the occasion of the visit to that city of Premier McBride this week.

Having accepted another position, H. T. Goodland has resigned the management and secretaryship of the Chilliwack Canning and Preserving Company. He has been succeeded by J. H. Ashwell, who has been foreman in the factory.

Rev. G. W. Taylor, who is in charge of the Dominion biological station at Nanaimo, has been successful in hatching the eggs taken from some of the lobsters which were recently brought to this coast. The success of this experiment shows that the waters of this district are not too cold. It also points to the feasibility of carrying out a suggestion that has been made, namely, that instead of attempting further importations of adult lobsters, the eggs only should be brought to this coast and artificially hatched.

R. H. Frisby, of Chicago, designer of packing houses and cold storage plants, has gone north in the interests of the Canadian Fish Company to start the construction of the first of the company's buildings near Prince Rupert. The principals in this company are J. W. Stewart railway contractor; James Carruthers, of Montreal; and Andrew Kelly, of Winnipeg, president of the Western Canada Flour Mills Company. George H. Collins, of Vancouver, the managing director, has returned from an extended visit

East in connection with business of the company. The investment altogether of the company will be about \$500,000, the intention being to handle all the varieties of fish caught.

When Hon. William Templeman passed through this city on his way from Ottawa to Victoria, he was interviewed by the cannery here, as well as by representatives of the white and Japanese fishermen on the Fraser river, who protested against the federal regulations governing salmon fishing on this coast. Under the new law a 42-hour close season is to be inaugurated on the Canadian side, while on the American side, the period is only 36 hours. The point is that all the salmon pass through the American waters on their way to the Fraser, and the six-hour advantage is too much. It was also impressed upon Mr. Templeman that the old fishing boundaries on the Skeena should be resorted to in preference to the circumscribed area in the new regulations. Promise was made that the matters would be taken up with the department at once.

PRINCE RUPERT, B.C.

July 6.—Now that the lots have been sold, purchasers are beginning to erect buildings in different parts of the town. The Prince Rupert Opera Co. are erecting a two-storey building and basement on the corner of 6th St. and 2nd Avenue. The basement to be used as a barber shop and billiard hall. The ground floor will be divided into six stores and the top floor will be used as a music hall. Another two-storey building 50x100 is going up on the corner of 6th St. and 3rd Ave., also a building with 150 feet frontage on 3rd Avenue between 6th and 7th Sts., is to be completed before the first of September. This promises to be the centre of the business district for some time, although at the time of the sale it was generally conceded that near McBride St., seven blocks further east, would be the starting point of the business district. This change is caused by outside speculators booming the prices near McBride St. and forcing the business men now here, out of the field. Consequently after the sale the merchants here decided on at once starting a centre around Sixth Street and Second and Third Avenues, and it looks as if property in that section would be more valuable than that farther east.

Since the recent sale the railway company have disposed of about \$40,000,000 worth of property to people here. Besides there has been a large turnover by people that bought at the sale. There is no great influx of people, which is a good thing for the town, as it is not desirable that there should be any great boom until the railway

has arrived. If there were a boom now, a slump would follow, which would give the town a set back. As it is, it will move along slowly until such time or conditions warrant it in taking its place with any western town, so far as prosperity and opportunity goes.

WINNIPEG.

July 6.—Considerable gratification is being expressed this week among retailers and consumers regarding the quality of the watermelons that are on the market at present. Retailers claim that they never before handled such large melons and rarely have they seen so many of such good quality. The flavor is particularly delicious and picnickers who are aware of the fact, care very little for the sandwich basket, if there are a few melons provided. Everybody is eating watermelon just now—it seems to be the craze and the State of Georgia has suddenly become famous for the production of this toothsome fruit.

A "new system" store which proposes to develop into a general department store business has been opened on Main street recently. There are about twenty-five local men interested in the concern of which J. E. Thomas, formerly a retail hardware merchant in the same site, is manager. The system in operation is quite unique and it is claimed that it is the only one of its kind in Canada. The front of the store is equipped with display boards to which articles are fastened with numbers and prices attached. The walls are fitted with shelves upon which groceries are placed as samples with numbers and prices also attached. The customer chooses the articles desired and submits the numbers and prices on printed order slips which are conveniently placed on a desk at the entrance. About half-way back a counter runs across the store from wall to wall, and behind this the stock of goods is kept from which the orders are filled and delivered. The management have been encouraged with the extent of the trade thus far, and seem to be satisfied that the "system" will be a success. It is said that many such stores are in existence in the larger United States cities.

A sample of wheat measuring about 24 inches and well headed out, was on exhibition yesterday, from a farm near Glenboro, Manitoba. The heads are long and healthy, and the number of stalks from the one root indicates that the crop is well stooled out, and very heavy. The crops all over the district are said to be similar to the sample, and they are also said to be two or three weeks ahead of what they were this time last year, and the prospects are of the best.

A gentleman who represents one of the largest flour milling concerns in Iowa was in Hanley, Saskatchewan last week, arranging for the erection of a

THE CANADIAN GROCER

Raisins, 3 crown muscatels, per lb.	0 05
" 4 " " "	0 05
Prunes, 90-100 per lb.	0 05
" 80-90 " "	0 05
" 70-80 " "	0 05
" 60-70 " "	0 05
" 50-60 " "	0 05
" 40-50 " "	0 05
" 30-40 " "	0 05
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 07
" dry, cleaned, Filiatras, per lb.	0 08
" wet, cleaned, per lb.	0 08
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 07
Peaches, standard, per lb.	0 07
" choice	0 08
Apricots, standard, per lb.	0 13
" choice, per lb.	0 14
Plums, black pitted, per lb.	0 11
Nectarines, per lb.	0 09
Dates, new, per lb.	0 07

SYRUP AND MOLASSES:—

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 20
" " 5-lb. tins, per 1 " "	2 65
" " 10-lb. tins, per 1 " "	2 40
" " 20-lb. tins, per 1 " "	2 45
" " barrel, per lb.	0 03
Sugar Syrup, per lb.	0 03

Quaker toasted cornflakes, 24 pkgs.	2 00
Pettijohn breakfast food, 18 pkgs.	2 25
Puffed rice in bbls., per lb.	0 22

BEANS.—The supply is very low.

3-lb. picker, per bushel	2 70
Prime white, per bushel	2 60

ROLLED OATS.—The price is declining in oats. It may be only temporary, however.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 25
" 40 " " 80	2 30
" 20 " " 80	2 35
" 8 " " 80	2 70

CORNMEAL.—These prices are firm this week.

Cornmeal, per sack	2 10
" per 1 sack	1 10
" per bale (10, 10's)	2 40

NUTS:—

Shelled Walnuts, in boxes, per lb.	0 23
" small lots, per lb.	0 24
" Almonds, in boxes, per lb.	0 27
" small lots, per lb.	0 28

Apples, Black Arkansas	3 50
Rhubarb, per box	2 00
Watermelons, per dozen	6 00

CANNED GOODS. — Raspberries are low in stock.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	\$2 44	\$2 34
" gals. standard, per case	1 55	1 53
Cherries—Red, pitted, 2's	4 18	4 08
" black, pitted, 2's	4 18	4 08
" white, pitted, 2's	4 38	4 28
Currants—Red, 2's	4 18	4 06
" black, 2's	4 18	4 06
Gooseberries—2's	4 58	4 48
Lawtonberries—2's	4 19	4 06
Peaches—Yellow, 2's	4 18	4 06
" yellow, 3's	6 54	6 44
" pie, unpeeled, 3's	3 34	3 24
" pie, unpeeled, gals.	2 42	2 40
" pie, peeled, gals.	3 30	3 27
Pears—Flemish Beauty, 2's	3 68	3 58
" Flemish Beauty, 3's	4 74	4 64
" Globe I.s., 2's	2 78	2 78
" Globe I.s., 3's	4 14	4 14
Plums—Damson I.s., 2's	2 28	2 18
" Lombard I.s., 2's	2 25	2 18
" Green Gage I.s.	3 08	2 98



An Attractive Window Display Recently Shown in W. H. Stone's Store, Winnipeg. The Attractive Front Including the Prism Glass is Worthy of Notice.

Beaver Brand, 2-lb. tins, per 2 doz. case	3 30
" " 5 " 1 " "	3 80
" " 10 " 1 " "	3 50
" " 20 " 1 " "	3 40
Barbadoes molasses in 1/2-bbls., per gal.	0 49
Porto Rico molasses in 1/2-bbls., per gal.	0 60
Gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 1/2 bbls., per gal.	0 36

POT AND PEARL BARLEY.—These prices remain quite firm and the market is good.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" per 1/2 sack	2 05

QUAKER OATS:—

Family size	5 00
Quaker oats, 36 packages	3 50

HONEY:—

Honey, 2 1/2 lb. tins, in case 24	8 85
" 5 " " " 12	8 75

GREEN FRUITS AND VEGETABLES.—The Black Arkansas apples are on the market in limited quantities. The price is rather high for heavy trade.

Celery, Florida, per doz.	1 25
Tomatoes, Florida, per case	3 75
Lettuces, per doz.	0 25
Radishes, per doz.	0 25
Parsley, per doz.	0 30
Oranges, per box	3 00 4 00
Lemons, " "	6 00 7 00
Bananas, per bunch	2 50 3 50
Strawberries, per case, 24 qts	3 75 5 50
Pineapples, per crate	3 60

Raspberries—Red, 2's	4 18	4 08
" red, gals.	3 80	3 77
" black, 2's	4 18	4 08
" black, gals.	3 80	3 77
Strawberries—2's	4 18	4 08
" gallons	3 80	3 77

Meats:—

Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 " " " " " "	2 08
" 3 " " " " " "	2 67
" 1 " tomato sauce, per case	2 55
" 2 " " " " " "	2 67
" 3 " " " " " "	2 55
" 1 " Chili " " " "	2 08
" 2 " " " " " "	2 67
" 3 " " " " " "	2 67
Soups, per doz	1 20
Corned beef " 2's per doz	2 70
" " " 1's per doz	1 50
Roast beef, 1's, per doz	1 50
" 2's, " " "	2 70

THE CANADIAN GROCER

Potted meats, 1's, per doz.	0 55
Veal loaf, 1 lb., per doz.	1 25
1 lb.	2 35
Ham loaf, 1 lb., "	1 25
1 lb.	2 35
Chicken loaf, 1 lb., "	1 25
1 lb.	3 50
Lunch tongue, 1's, per doz.	3 30
Sliced smoked beef, 1-lb. tins, per doz.	1 55
1-lb. tins, "	2 65
1-lb. glass, "	2 45
English brawn, 1's, per dozen	1 60
2's, "	2 75
Cambridge sausage, 1's, per dozen	1 85
2's, "	3 15
Geneva sausage, 1's, per dozen	2 00
2's, "	3 65
Boneless pig's feet, 1's, per dozen	1 65
2's, "	2 75
Lunch tongue, 1's, per dozen	3 30
2's, "	6 60
Paragon ox tongue, 1 1/2's, per dozen	7 35

BUTTER.—The market is stronger on the creamery product. This commodity has been of excellent quality for several

weeks, and much of it is shipped from distant out-lying points. The price is 22c per lb., this week. The dairy is jobbing at from 14c to 15c at present.

TUBS.—The following declines of last week are still maintained.

Eddy's tubs, No. 0, per dozen	10 40
" " " 1, "	8 50
" " " 2, "	7 00
" " " 3, "	5 55
" " nests of 3, No. 0, 1, 2, per nest	2 15
" " " 3, No. 1, 2, 3, per nest	1 75
" " " 4, No. 0, 1, 2, 3, per nest	2 65

EGGS.—The supply and demand is about on a par at present. The demand has been in excess of the supply of Manitoba fresh laid. The price is up still at the 19-cent mark.

my customers I have always very highly appreciated, hoping for a continuation of that patronage, and with the compliments of the season and my best wishes for a happy and prosperous New Year, I am, yours respectfully, Fred Corey."

Results of the Trial.

In a circular letter mailed to his customers on March 10th, Mr. Corey explains how doing business on the cash basis worked out after one month's trial. He says:—

"Dear Friends:

"After carrying on my business upon a cash basis for only one month. I am much pleased to be able to say to my customers, both old and new, that that I have succeeded beyond all my hopes; my business at this early date being ahead of what it was while carrying it on under the old credit and cash system. This splendid result could only be achieved by the loyalty of my old customers, and I wish to thank them all most sincerely, and I also wish to thank my new customers for their support and encouragement.

"The placing of my business upon a cash basis has enabled me to both buy and sell at a much closer price than formerly, which is a distinct advantage to my customers, and it is this same system that has made the big departmental stores the success they are the world over. I can now do much better for my customers and those who may favor me with a trial order, than others who carry on their business under the old system.

"Again thanking you all, and hoping for a continuation of your valued patronage. I am, Yours truly, Fred Corey."

Mr. Corey has splendid facilities for doing a good business. He has an attractive store, both exterior and interior, and it is fitted up with modern conveniences.

It will be interesting to follow Mr. Corey's progress under the new method as it pertains to a subject, which at the present time is a very much alive one.

The vital study for the employe is to learn everything touching his position quickly and thoroughly to adapt himself as nearly as is in his power to the demands made on him, to catch the pace of the workers about him, be it fast or slow, and to accommodate himself in every thought and action to the standards of the department as he finds it.

Method of Instituting a Retail Cash System

Brantford Grocer Educates Customers in a Diplomatic Way to the Advantages for Them in Such a System—Sends Out Circular Letter Explaining Why He Makes the Change—A Second Letter Tells of the Success Attained.

Brantford, July 6.—Difficulty in instituting the cash system in the retail store has been the experience of many a merchant. How to go about it, has been the question and few have the nerve to "take the leap."

"We couldn't possibly do it," has been a frequent remark from numerous retailers. "It would cause us to lose some of our best customers, who get credit, but are sure payers."

There's where the rub has been, and merchants are now alive to the fact that diplomaey is a necessary qualification if one successfully adopts the cash system.

You cannot say to all your customers, "We have decided to sell our goods for cash only and if you want them you have got to pay us the money on the spot." That would be disastrous to the good credit customer. He would in all probability resent such a statement, and because of your "impudence" leave the store and buy elsewhere.

The Diplomatic Way.

Fred Corey, a Brantford grocer, has established the cash system and claims his method has been successful. He went about it in an inoffensive way by educating the public on the advantages they would be able to secure providing they paid the cash. He showed them by circular letters how they were in a position to save money if they purchased for cash only. His first letter was dated January 11, 1909, and read as follows:—

"To My Customers:

"I have, after very careful and mature consideration, come to the conclusion that I will be able to do much better for my customers by selling for cash only; this will enable me to buy exclusively for cash and will result beneficially to both my customers and myself. It seems that no matter how judiciously

or how carefully goods are sold on credit, a certain percentage of loss is sure to occur; the main losses arising from this source are made up by the higher prices charged for goods by the wholesale establishments, to stores that conduct their business under the credit system; losing all discounts, etc., all of which badly handicap the grocer carrying on his business under this system from giving his customers the lowest cash price that they should receive and to which they are entitled. Consequently over in the purchase of goods with my business on a cash basis a fair trial, commencing with the First of February next, and I am sure the results will prove to be beneficial both to my customers and myself, after which date kindly do not ask for credit as it would be a painful duty to have to refuse it.

"The amount of book-keeping and other detail work that is necessary in connection with the running of accounts is also quite a serious handicap; means the locking up of funds which I should have on hand to turn over in the purchase of goods for the benefit of my customers, and means a consequent heavier expense as well as a certain ratio of loss to me. In fact, with my business on a cash basis, I can buy more cheaply and my customers will all reap the benefit, while I shall do everything in my power to see that the same efficient service is maintained in every respect in the future as in the past.

"Thanking you for past patronage, which I wish to assure

Canac

QUEB

Interest cen ned goods situ are quoted, ar year all along erally speakin There is a dro asked for Fra of salmon are it is likely th able buying their warehou taking orders beans and st are guaranteed until delivery. ink will be f market. Sug large and fr steady. Laré been advance

Second croo picked, but here for son continue inte no marked ch last week. Beans contin ingly scarce.

Collections whole is sho

SUGAR— demand mak terest to th especially co during the pa was practica rapid approa is almost e large orders sections.

Granulated, bags	20-lb.
" "	Impe
" "	Beav
Paris lump, boxes	" "
" "	" "
Red Seal, boxes	" "
Crystal diamonds	" "
" "	" "
" "	" "
Extra ground, lbs	50-lb.
" "	25-lb.
Powdered, lbs	50-lb.
Phoenix	" "
Bright coffee	" "
No. 3 yellow	" "
No. 2	" "
No. 1	" bags
Bbls. granulated	above bag pri

SYRUPS sailing vess ed Montreao ing betwee of molasses firms who and who ar The market syrups are

Fancy Barbadoe	" "
" "	" "
Choice Barbadoe	" "
" "	" "

Canadian General Markets and Market Notes

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

Montreal, July 8, 1909.

Interest centres this week in the canned goods situation. New salmon prices are quoted, and are below those of last year all along the line. They are, generally speaking, acceptable to the trade. There is a drop of \$1 a case in the price asked for Fraser river sockeyes. Stocks of salmon are being cleared rapidly, and it is likely that there will be considerable buying as wholesalers clear out their warehouses. Some jobbers are now taking orders for tomatoes, corn, peas, beans and strawberries, new pack, and are guaranteeing prices against decline until delivery. The figures they are asking will be found in the canned goods market. Sugar is steady, with orders large and frequent. Molasses is also steady. Lard, pure and compound, has been advanced $\frac{1}{4}$ c, while pork is up \$1.

Second crop Japan teas are now being picked, but first shipments will not be here for some time yet. Dried fruits continue interesting, but there have been no marked changes in the situation since last week. Ginger is reported firm. Beans continue high. Peas are exceedingly scarce.

Collections are fair. Business as a whole is showing some improvement.

SUGAR—A steady market, and good demand make sugar of more or less interest to the trade. Sales are heavy, especially compared with those made during the past month or two, when there was practically nothing moving. The rapid approach of the preserving season is almost entirely responsible for the large orders now coming in from all sections.

Granulated, bags	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs.	5 45
" " 50 lbs.	5 55
" " 25 lbs.	5 75
Red Seal, boxes	5 35
Crystal diamonds, bbls.	5 35
" " 100 lb. boxes	5 45
" " 50 lb.	5 55
" " 25 lb.	5 75
" " 5 lb. cartons	5 37 $\frac{1}{2}$
Extra ground, bbls.	5 00
" " 50-lb. boxes	5 20
" " 25-lb. boxes	5 40
Powdered, bbls.	4 80
" " 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bags	4 15
Bbls. granulated and yellow may be had at 5c. above bag prices.	

SYRUPS AND MOLASSES — Two sailing vessels from Puerto Rico reached Montreal the end of last week, carrying between them six thousand barrels of molasses. This was mostly all for firms who booked several weeks ago, and who are taking delivery at present. The market, as a whole, is steady. Corn syrups are moving satisfactorily.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " barrels	0 44	0 46
" " half-barrels	0 46	0 48

New Orleans	0 22	0 35 $\frac{1}{2}$
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
" " 1-bbls.	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
" " 5-lb. pails	1 25	1 25
Cases, 2-lb. tins, 2 doz. per case	2 40	2 40
" " 5-lb. " 1 doz.	2 75	2 75
" " 10-lb. " 1 doz.	2 65	2 65
" " 20-lb. " 1 doz.	2 60	2 60

TEA—Reports from Japan state that second crop teas, which are largely used here, are now being picked. Samples are expected by the next boat from Japan, and should be here in short order. The first shipments will not be on hand until another month, at the very least, has passed. Meanwhile, spot stocks are light, almost nil, though advices from the United States indicate rather large holdings for this time of year. This is because of the frenzied buying which there was some weeks ago as a result of rumors about the levying of a duty on tea entering that country.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 30	0 35
" Medium	0 25	0 28
" Good common	0 22	0 25
" Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 20	0 22
" Pekoes	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 25
" Hysons	0 20	0 22
" Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " " " pea leaf	0 20	0 30
" " " " pinhead	0 30	0 50

COFFEE—Fair business is being done at unchanged prices.

Mocha	0 18 $\frac{1}{2}$	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Interest in dried fruits continues to centre on California lines, but reports from the coast do not state any changes worthy of note as having taken place during the week. It is yet a little early for much buying interest to be displayed by the wholesale trade, while retailers simply will not consider any offers for another week or two at the very least.

Figs		
" Tappets	0 03 $\frac{1}{2}$	0 05
" Elemes	0 08	0 14
Dates	0 05	0 06
" Hallowees, per lb.	0 08	0 06
" Sairs, per lb.	0 05	0 05
Malaga Raisins		
" London layers	2 25	2 50
" "Connoisseur Clusters"	0 75	0 80
" "Royal Buckingham Clusters," 1-boxes	1 30	1 30
" " " " " " boxes	4 75	4 75
" "Excelsior Windsor Clusters"	5 75	5 75
" Australian raisins	0 07	0 08
California Raisins		
" Fancieseeded, 1-lb. pkgs	0 08	0 09
" Choice seedeed, 1-lb. pkgs	0 07 $\frac{1}{2}$	0 08 $\frac{1}{2}$
" Loose muscatels, 3 crown	0 08	0 09
" " " " 4 crown	0 09	0 10
California Evaporated Fruits		
" Apricots, per lb.	0 12	0 13
" Peaches, " "	0 11	0 13
" Pears, " "	0 11	0 13
Prunes		
" Prunes, 25-lb. boxes, 30-40s.	0 10	0 12
" " " " 40-50s.	0 09	0 10
" " " " 50-60s.	0 08 $\frac{1}{2}$	0 10
" " " " 60-70s.	0 08	0 08 $\frac{1}{2}$
" " " " 90-100s.	0 07	0 07
Currants, fine filiatras	0 06	0 07
" " Patras	0 07 $\frac{1}{2}$	0 08
" " Vostizzas	0 08	0 09

RICE AND TAPIOCA—Tapioca is reported, from primary markets, as being steadier of late than it has been for some time. Locally a satisfactory business is being done at prices which have

not changed. Rice continues quite steady.

Rice, grade B, bags, 250 pounds	2 95
" " " " 100 "	2 95
" " " " 50 "	2 95
" " " " pockets 25 pounds	3 05
" " " " " " 12 $\frac{1}{2}$ pounds	3 15
" " grade c.e., 250 pounds	2 85
" " " " 100 "	2 85
" " " " 50 "	2 86
" " " " pockets, 25 pounds	2 96
" " " " " " 12 $\frac{1}{2}$ pounds	3 05
Tapioca, medium pearl	0 04 $\frac{1}{2}$

SPICES—Ginger is firm, although no change in prices is to be noticed. Other lines are in fair demand.

Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 13	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS—High prices still rule, with business only fair, as might be imagined, when almost prohibitive figures must be quoted by holders.

Ontario prime pea beans, bushel	2 40	2 55
Austrian beans, bushel	2 35	2 35
Peas, boiling, bushel	1 50	1 70

EVAPORATED APPLES — Evaporated apples are practically unchanged this week, stocks being light, and holders firm in their views.

Evaporated apples, prime	0 07	0 07 $\frac{1}{2}$
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MAPLE PRODUCTS—Nominal prices continue to rule, as follows:

Compound maple syrup, per lb	0 04 $\frac{1}{2}$	0 05
Pure Township sugar, per lb	0 07	0 08
Pure syrup, 8 $\frac{1}{2}$ lb. tin	0 60	0 65 $\frac{1}{2}$
" " 10 $\frac{1}{2}$ lb. tin	0 70	0 75

CANNED GOODS

MONTREAL—New salmon prices, which are out this week, are the feature of interest in canned goods. Compared with last year, the figures are low, though they are still above those quoted in 1907. The figures announced are from 25c a case on the lower grades to \$1 a case on the higher grades below those of 1908. The quotations on Fraser river and Cohoes are considered as satisfactory by the trade as a whole. The figures out for Rivers Inlet and Spring, however, are generally thought to be rather high, considering the quality of the salmon. As a rule, satisfaction is expressed. The trade did not hesitate last year to say that the prices asked by the packers were altogether too high, and that there would be quite a falling off in trade. Their prophecies have been justified, but it is now though that much business will be won back as a result of more advantageous prices. The prices now asked will enable retailers to sell 10c, 15c and 20c salmon by pushing Humpbacks, Cohoes and Fraser River respectively, at the same time giving their customers good value. The marked drop in sockeyes indicates the realization of the packers that last year's fig-

THE COOK PROBLEM.

Styles keep changing—even the styles in the kitchen. The new culinary fashion sheets for the summer of 1909 favor "lighter" housekeeping. The bills for prepared foods will be longer, with a slight cut in the butcher's bill and a corresponding increase in the number of items on the progressive groceryman's list.

Paris, of course, sets the pace. Travelers returning from Europe tell of the convenience and ease of preparing a dinner in the capital of France.

"There's a shop in every block at which you can buy ready made spaghetti and tomato sauce, hot from the oven and baked chicken and potato salad — and ever so many other things," they say.

Well, you can do the same in Chicago if you take a trip downtown to the grocery stores and the several new delicatessen shops, or if you know where the up-to-date suburban groceries are.

"The why of it is simply this" a down town grocer explained. "Domestic help is harder to get and harder to keep than ever, so women are doing their own work, and doing it in the easiest way."

The grocer walked down one of the long aisles in his store and named the goods shown under the big glass bells and in the platters and showcases. The list included baked chicken, hot baked beans, spaghetti and tomato sauce, chick-

en and potato and lobster salads, roast beef and pork and veal, veal loaf, smoked pork tenderloin, three sorts of German herring, smoked salmon, smoked goose-breasts and a dozen unusual varieties of sausages.

"And this is only an average day," he said. "You ought to see us on Saturday."—Retailers Journal.

The Thomas Company, Quebec, has been formed and given a Dominion charter to deal in china, glass, earthenware, etc.

FOR SALE.

FOR SALE—An up-to-date grocery business in one of the best Western Ontario towns. Address Box 315, CANADIAN GROCER, Toronto. (31p)

NATIONAL CASH REGISTER, suitable for general store, has produce key, paid out, charge, no sale, gives you detailed record of business. Only used 4 weeks, bought it for our Arko store, which we have since disposed of. Cost \$300, for \$175. Also 2000 pound platform scale, Wilson make, cost \$26 wholesale for \$20. One coffee mill, Cole make, Philadelphia, for \$7. Several paper cutters 75c. each; 2 barrel capacity, galvanized oil tank, with iron tap, for \$6. Bug borer, fruit auger, nail puller, twine holders, all at less than wholesale cost. Write us. All goods f.o.b. McKenzie & Meldrum, Thedford. (29p)

H. B. BORBRIDGE
Manufacturers' Agent and Broker
OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

Do You Under-value
Premiums ?

given with



and

Quick Naptha Soap

They are very effective
in reaching the public
and the benefits go
direct to the customers.

Each Box or Bar displayed or sold is a

Silent Salesman

In a Class all by Itself

is the

Farmer Brand Canned Goods

We have facilities and resources such as are possessed by no other factory and our position puts us just that much ahead of our competitors.

We grow our Fruits and Vegetables on 3,000 acres of the finest, most fertile, garden land and we are enabled to raise the choicest products that can be cultivated—unsurpassed anywhere.

WE ARE THE LEADERS; WE INTEND TO KEEP AHEAD

The FARMERS' CANNING Co.

LIMITED

Bloomfield,

Ontario

Have you sent in your application for the
Free Trip to the
“National Exhibition”
this Fall?

if not do so at once; we have a special proposition to make to those who begin before the 15th inst. It makes the subscription business easier than ever.

Send in this Coupon to-day.

THE BUSY MAN'S MAGAZINE,
 10 Front St. East.
 Toronto, Ont.

Gentlemen :

I hereby accept your offer of “Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds,” in consideration of which I will send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is shown in the schedule opposite my X.

Miles from Toronto.	Number of subs.	Mark X
25 to 50	3	
51 1-0	5	
101 150	7	
151 200	9	
201 25-1	11	
251 300	13	
3-1 350	15	
351 400	17	
401 450	19	
451 500	21	
501 600	23	
601 70	25	
701 800	28	
801 900	31	
901 1000	34	
1001 1100	37	
1101 1200	40	
1201 1300	43	
1301 1400	47	
1401 1500	50	
1501 1600	53	
1601 1700	56	
1701 1800	59	
1801 1900	63	
1901 2000	66	
2001 2250	72	
2251 2500	80	
2501 2750	89	
2751 3-00	97	

Name _____

Street _____

Town _____

Province _____

My Ticket to be Via : _____

Railway _____

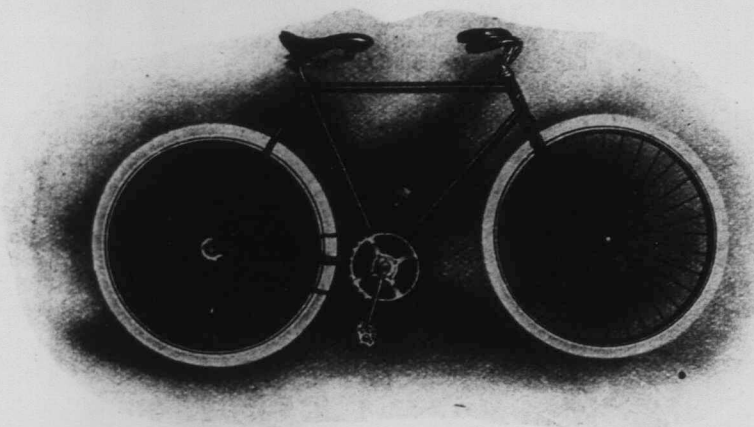
Boat Line _____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

From every Province in Canada we have Candidates for this trip. Most of them are progressing splendidly in the work; some have already won the tickets. Are you a Candidate? Why not?

This is Your Wheel

You can have it free of cost by doing a little easy work for us among your acquaintances in your spare time.



MODEL 88

IMPERIAL

It is a good wheel made for us by The Canada Cycle and Motor Co., of Toronto, and will give you a lot of excellent service. Here is a table showing the regular sizes of the various parts, with the other sizes that may be had instead, if desired:—

Regular	Option	Regular	Option
Frame.....22-inch	20, 24 and 26-inch	Pedals..Rubber 3¼-inch.....	¾-inch or 4½-inch Rat Trap.
Finish.....Black		Crank.....7-inch	
Chain.....3-16 inch. Block.		Saddle.....No. 15.....	No. 14, 11, 17.
Gear.....77.....	72, 80, 87.	Tire...1½-inch Dunlop.....	1 5-8-inch Dunlop or Hartford single tube
Handle-bar.No. 20, Adjustable.		Wheels.....28-inch, with striped rims.	

To Get this Wheel absolutely free of cost, send us in 32 Paid-in-Advance yearly subscriptions to the **BUSY MAN'S MAGAZINE** (2 six-months or 4 three-months subscriptions count as one yearly subscription). You will find it an easy matter to get these subscriptions with surprisingly little canvassing as the Busy Man's Magazine is very attractive and interesting. Try it!

Let your boy earn one. This bicycle offer is an excellent opportunity for your boy to acquire some training in the art of salesmanship. Send him out to procure the 32 subscriptions with the bicycle as his reward. He will enjoy the work; it will help rouse his enthusiasm for a business career; and it will put him in possession of a splendid bicycle that will be useful in your business as well as affording the boy a lot of pleasant, healthy exercise.

The Busy Man's Magazine,
10 Front Street East,
Toronto, Canada.

Gentlemen:— I would like to win one of the Imperial Bicycles you offer for 32 new, paid-in-advance subscriptions to Busy Man's. Please send me sample copy and order book, and I will do my best to win. I agree to report progress once a week.

Fill out this
Coupon and Mail
it to us To-day.

Name.....

Street.....

Place.....

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not necessarily hold themselves responsible.

Slow and bad accounts has been one of the great difficulties that merchants have had to contend with for years. The Retail Merchants' Association of Guelph have had the problem solved for them and not only are they getting money that has been on their books for years, but they are making the slow and doubtful customers cash and profitable buyers. D. A. Scroggie, secretary of the association in Guelph, has worked out a system and is prepared to organize and introduce the same to the Merchants' Association of the different cities and towns in Ontario.

The directors of Brooke Bond & Co. Limited, London, Eng., have issued their Report and Balance Sheet for the financial year ended 31st May, 1909, showing that the net profit for the year after deducting Directors' Fees and all other charges, amounts to £26,139 7s. 8d. and with £3,636 3s. 1d brought forward from last year, there is a sum

of £29,775 10s. 9d. to the credit of the Profit and Loss Account. The Directors recommend a dividend at the rate of 10 per cent. per annum; they also propose to transfer £12,000 to Reserve and £1,000 to the Insurance and Contingency Fund, and to carry forward the balance of £991 7s. 3d. to next year's account.

Joseph Cote, the importer and tobacco merchant, Quebec, is advertising Pichet's Tea Biscuits, which are recommended to every progressive grocer. The house reports sales of Germinal and La Perla Del Oriente Manilli Cheroots, which sell at 10c, as increasing every week. These are all fine lines for the grocer to handle.

The bin fixtures used in the Petrie store at Thorold, Ont., which is described in another section of this issue, were manufactured and installed by the Walker Bin and Store Fixture Co., Berlin, Ont.

L. T. Demers, grocer and liquor dealer, Quebec, has assigned.

TIMELY DISPLAYS.

Staple groceries do not attract their share of attention in midsummer. Something new is needed to start the appetite. A good "starter," in one of three windows in a certain store proved to be a wicker hamper, loaded with picnic supplies—olives in jars, sardines in cans, crackers in cartons, lunch tongue in cans, ginger ale in bottles—a complete lunch for a small party. A large hamper in the centre, two smaller ones on either side and several small lunch boxes in the background, each packed as for an outing for parties or for an individual developed prompt and numerous sales for the hampers and boxes as they stood. Price marks were attached to each lot in this case. A card at one side of the window announced that lunch boxes would be filled upon order. Lunch sets of paper table cloth, napkins, plates, etc., were shown in the same window. This display brought excellent business in anticipation of the holiday. It may be used to advantage during warm weather anywhere.—Inland Grocer.

**Every Merchant
Can Advertise
Without Cost**

Customers pleased with their tea will talk favorably of your store. That is the very best kind of advertising. You can please more

customers with Red Rose than with any other tea.

You know that the most interesting development in the Canadian tea trade in ten years has been the increased sales of Red Rose Tea. Advertising has helped, salesmanship has helped, but the real reason has been its remarkable quality.

Recommend Red Rose Tea and your customers will recommend your store.

Red Rose Tea

Will advertise your business.

3 Wellington St. E.
Toronto, Ont. }
315 William Ave. } Branches
Winnipeg, Man. }

T. H. Estabrooks,
St. John, N. B.

New

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We ar
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Winnipeg

New Towns are Springing Up Every Day in the GOLDEN WEST

Merchants are finding many trade opportunities there and so are the young men. What about you, Mr. Manufacturer? Are you seizing the present, living, fruitful present to secure a new and ready market for your goods?

We are ready to tell you of the prospects, the needs, the opportunities and the demand for any line of wares in the West. We will also handle your goods on the basis of a reasonable commission. We can properly present the merits of your products.

We are represented in the three pulsating, distributing centres—Winnipeg, Calgary and Edmonton—where we have large warehouses and every shipping and storage facility.

Write us. We are after more business.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Calgary

Winnipeg

Edmonton

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS

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GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

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Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and
Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

LOBLAW CREDIT "Get The Best" SYSTEM

COUNTER CHECK BOOKS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

WINNING ITS WAY

into popularity with users everywhere—into their confidence by its excellence—into their



Profit and Loss Accounts by its actual easily demonstrated saving over other makes of shortening.

“EASIFIRST”

is here to stay, and no up-to-date dealer can afford to be without it. : : : : :

IT IS “EASIFIRST”

Have you tried it? If not, why not?

Join our rapidly growing list of SATISFIED USERS. Remember it is made under Government Inspection.

GUNNS PORK AND BEEF PACKERS
LIMITED WEST TORONTO, Ont.

COOKED MEATS

This is the season for Cooked Meats, especially Cooked Hams. We have a choice stock constantly on hand. Boneless mild cured ready for the slicing machine or to send out to your customer. They are also cheap in price and return you a good profit on the sale.

MADE UNDER GOVERNMENT INSPECTION.

F. W. Fearman Co.
LIMITED
HAMILTON

Every
Man, Woman and
Child in Canada
Knows
REINDEER



It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

The Truro Condensed Milk Co., Ltd., Truro, N.S.

Breakfast Bacon
Skinned Backs
Hams and Rolls
Pure Lard

Finest Quality. Made from Selected Hogs.
Made under Government inspection.

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East TORONTO

Produce and

Puzzling Advantages Eggs For

While Montreal higher; Toronto is the same price. see-saw going in and the packer. are getting the better of the following we their way again. packers remarked continuous fight salaried municipalities who draw favours who know that they know anything of life," he r

The refrigerator points, are of great trade in Canada; dealers, many of for want of this. to make interesting present convenience to contend with

The shrinkage gets warmer, is and some steps this fraud. It is able cowardice rotten eggs on the consumers had dozen more on cent" stealing who handle them take less than Why should supply allowed to continue easily be remed

The cheese n though cheese level in food other article of attention was j sumption as to portion of our e and very much mutual benefit.

M
PROVISION along the line continued stren week pork advance is rec city of hogs is supplying the the trade quite ers. Lard, pu higher this wee

Compound Lard—
Tercos, 375 lbs. . .
Parchment lined t
Tubs, 50 lbs.
Wood pallets, 20 lbs.
Tin pallets, in cases
Heavy short cut pork,
Selected heavy clear f
Very heavy clear pork
Plate beef, 100 lb bbls
" 300 "
" 300 "

Produce and Provision Situation of the World

Puzzling Hog Situation in Canada—Montreal Prices Higher— Advantage of Refrigerator Cars in Butter Shipment — Bad Eggs Produce Higher Prices.

While Montreal is quoting hogs much higher; Toronto is holding on to about the same price. There seems to be a see-saw going in between the farmer and the packer. One week the farmers are getting the better of 10 or 25c and the following week the packers get it their way again. One of the Ontario packers remarked this week that it is a continuous fight all the time. "These salaried municipal and government fellows who draw fat weekly salaries don't know that they are living. They don't know anything of the tremendous struggle in life," he remarked.

The refrigerator cars supplied regularly to carry the butter from country points, are of great service to the butter trade in Canada. Some of the older dealers, many of whom had been ruined for want of this accommodation, are able to make interesting comparisons between present conveniences and those they had to contend with 20 years ago.

The shrinkage in eggs, as the weather gets warmer, is becoming more serious, and some steps should be taken to check this fraud. It is unfair and unpardonable cowardice to allow farmers to put rotten eggs on the market. At present the consumers have to pay at least 1c a dozen more on account of this "innocent" stealing and the honest farmers who handle their eggs carefully have to take less than their eggs are worth. Why should such a state of affairs be allowed to continue when it could so easily be remedied?

The cheese market is quiet, and although cheese is high, it is below the level in food value, with almost any other article of food. If half as much attention was paid to Canadian consumption as to export, a much larger portion of our cheese would be used here and very much to our advantage, and mutual benefit.

MONTREAL.

PROVISIONS.—Further advances all along the line this week, indicate the continued strength of this market. Last week pork advanced \$1, and a similar advance is recorded to-day. The scarcity of hogs is making the question of supplying the manufactured products to the trade quite a problem for the packers. Lard, pure and compound, is 4c higher this week, and very firm.

Compound Lard—	
Tierces, 375 lbs.	0 09½
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 10
Wood pails, 20 lbs. nest.	0 10½
Tin pails, in cases.	0 09½
Heavy short cut pork, in bbls.	27 00
Selected heavy clear fat back pork.	28 5
Very heavy clear pork.	27 00
Plate beef, 100 lb bbls.	8 00
" 300 "	15 50
" 300 "	23 00

Pure lard—	
Tierces, 375 lbs.	0 14½
Boxes, 50 lbs. grained.	0 15½
Tubs, 50 lbs.	0 15
Pails, wood, 20 lbs., parchment lined.	0 15½
Tin pails, 20 lbs., gross.	0 15
Cases, tins, 10 lbs. each.	0 15½
" " 5 "	0 15½
" " 3 "	0 15½
Breakfast bacon	0 16½
Windsor bacon	0 18
Roll bacon	0 15
Prime hams	0 15 0 15½

BUTTER.—Butter is a shade easier this week, as will be noted from prices. Demand locally is fair, but there is little call for export, owing to the high prices asked. Receipts last week were 23,773 packages, as against 26,575 packages a year ago. Total receipts to date amount to 121,006 packages, against 126,088 packages same period 1908.

Creamery, solids, lb.	0 23
Creamery prints	0 23½
Dairy, tubs, lb.	0 17 0 18

CHEESE.—Good export demand for cheese is reported, while local dealers say that grocers are taking a fair quantity at unchanged prices. Receipts of cheese last week amounted to 90,828 boxes, as against 106,682 boxes same week 1908. Total receipts so far this season amount to 470,882 boxes, against 493,864 boxes, same period last year.

Cheese, large	0 12½ 0 12½
" twins	0 12½ 0 13
" small, 20 lbs.	0 12½ 0 12½
Old cheese, large	0 15 0 16

EGGS.—Local demand for best quality eggs is good, but business is not particularly brisk. Supplies are not coming forward so freely, and prices are maintained, by holders. Last week 5,711 boxes of eggs were received, as against 5,444 boxes same week a year ago. Receipts so far are a little below those for the same period in 1908, being but 98,192 boxes, against 105,302 boxes.

Selects, dozen	0 22
No. 1, dozen	0 19½ 0 20
No. 2, dozen	0 15 0 16

HONEY.—New crop honey has not yet arrived, but is expected shortly, when it is thought more interest will be displayed in this product.

White clover comb honey (nominal prices)	0 13 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins.	0 10 0 11

TORONTO.

PROVISIONS.—The same trouble still continues—the difficulty of getting hogs. Some of the packers have almost withdrawn from the market and are working up what stock they have on hand. The brisk demand for cured meats continues and prices are firm, but no change this week.

Long clear bacon, per lb.	0 13 0 13½
Smoked breakfast bacon, per lb.	0 16 0 16½
Roll bacon, per lb.	0 13
Light hams, per lb.	0 15½ 0 16
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13 0 13½
Shoulder hams, per lb.	0 11½ 0 12
Backs, plain, per lb.	0 17 0 17½
" pea meal	0 17½ 0 18
Heavy mess pork, per bbl.	21 50 22 00

Short cut, per bbl.	25 00
Lard, tierces, per lb.	0 14
" tubs "	0 14½
" pails "	0 14½
" compounds, per lb.	0 10 0 11½
Live hogs, f.o.b.	7 75 7 85

BUTTER.—Owing to the recent rains, which were pretty general, the butter yield received a new stimulus and the receipts have not fallen off as was expected, during the dry spell of weather. The market is steady with nothing in sight to cause any excitement.

	Per lb.
Fresh creamery print	0 22 0 23
Farmers' separator butter	0 19 0 20
Dairy prints, choice	0 17 0 18
Tub butter	0 17
Baking butter	0 13 0 15

CHEESE.—There is nothing exciting in the cheese market. It is looked at as being too high for buyers to invest on speculation. On account of its scarcity old cheese brings ¼ cent more.

Cheese, large, prime	0 14½
" twins	0 14½
" new	0 12½ 0 12½

EGGS.—The supply of eggs is keeping up well, but the shrinkage through bad eggs, is increasing. If the merchants in the country would insist on candling the eggs, and only buy good eggs from the farmers, they could easily get 1c a dozen more for them. On account of this shrinkage dealers have advanced their selling price of candled stock to 22c.

Fresh eggs	0 22
------------	------

POULTRY.—The trade in this line is satisfactory. Spring chickens are getting more plentiful from week to week, and prices in consequence are a little lower. There is plenty of all kinds of fowl to meet a good demand.

Early spring chicken, alive, per lb.	0 20
Young chicken, dressed, per lb.	0 14
Hens, per lb. dressed	0 10
Turkeys, per lb., large	0 15 0 16
Spring ducks	0 17

FRUIT CROP IN ONTARIO.

The Ontario Department of Agriculture has issued a special June crop bulletin in which it states that "fruit blossoming was late but full, and there has been a more general setting of fruit than in ordinary years. Apples will likely turn out satisfactorily, for although early varieties will be scarce, the more valuable winter varieties promise a big yield. Pears will be only fair. The latest reports regarding peaches put the probable yield as medium; in some places the trees have been attacked by curl leaf. Plums are likely to be a full crop, taking the province as a whole, although in some of the St. Lawrence and Ottawa counties a number of trees are said to have been 'blasted.' Cherries will yield from fair to large crops. Grapes promise an average yield, and small fruits generally will do well unless drouth sets in early."

John Blacklock has secured the store formerly occupied by the late A. J. Throop, Ridout Street, Port Hope, Ont., and opened on Wednesday with a new stock of groceries and provisions.

Original Bookkeeping Ideas of a Retail Grocer

On Account of too Much Labor With the Old System He Devises One of His Own—Posts From Check-book to Ledger—Always Has Total Amount Owing by any Party—Never Sends out Itemized Accounts.

By M. Moyer.

With all the wearisome work in a grocery there is nothing so tedious and tiresome as the keeping of accounts in a credit store. For years this had been my great burden and I undertook to devise some plan to relieve myself, to some extent at least, of the slow process of entering all accounts from the check-books into a day book; from there to carry them to separate pages in the ledger for each customer, and then again render itemized accounts.

In the first place I resolved that I would not make out monthly itemized statements after I had sent itemized bills with the goods at the time of the purchase. I then struck upon a new plan and I shall try to make as clear as possible, how I succeeded in doing my book-keeping with less than one-quarter

purchases throughout the month. The figure in front of the fraction is the date of the month, the denominator the number of the check-book and the numerator, the amount of the purchase.

For instance Mrs. H. Adams on June 1, purchased goods to the value of \$1.50,

	Month of June
Adams, H. Adams	1-15/100, 2-25/100, 3-30/100, 4-35/100, 5-40/100, 6-45/100, 7-50/100
Burns, B. Burns	1-10/100, 2-20/100, 3-30/100, 4-40/100, 5-50/100, 6-60/100, 7-70/100
Cotton, M. A. Cotton	1-15/100, 2-25/100, 3-35/100, 4-45/100, 5-55/100, 6-65/100, 7-75/100

Figure II.—Drawing Showing How Accounts are Posted From Check-Book to Ledger.

as shown by check-book No. 1; on June 3 she bought 20 cents' worth as per book No. 4, etc.

Enough space between names is left in the ledger to allow the names of new customers to be entered.

You will now understand how the amounts are carried from the check-books to the ledger and at the end of the month carried to new pages as shown in Fig. 3. At the same time an ordinary monthly bill, not itemized, but giving the total amount purchased each day is sent to the customer.

A bracket will be noticed around the \$7.35 in the panel opposite H. Adams' name in Fig. 3. That means that the

Toronto, June 1, 1919	
Mrs. H. Adams Bought of J. Jones	
10 sugar	1.00
10 biscuits	10
10 bread	35
10 coffee	1.50
	Charge
Toronto, June 1, 1919	
Mrs. B. Burns Bought of J. Jones	
10 salt	10
10 tea	25
10 pine	20
10 corn	20
10 starch	1.50
	Charge
Toronto, June 1, 1919	
Mr. A. Cotton Bought of J. Jones	
10 tea	30
10 coffee	40
10 sugar	30
10 flour	65
	2.05 Charge

Figure I.—Reproduction of Three Different Pages From Counter Check Book.

of my previous work, and which served my purpose satisfactorily for 15 years.

I used the ordinary duplicate check books now in almost every store, and a ledger in the shape of a book of about 120 pages, 10 x 14 inches, and costing about \$1.50. This would allow 10 pages each month for one year.

All orders were taken in the usual way on the check book, the leaf being torn out and sent with the goods, leaving a copy in the check-book, from which, if not paid, the amount was carried to the ledger. The ledger was arranged alphabetically and the amounts charged as shown in the accompanying drawings, which are the duplicate left in the check book, and shown here as Fig. 1.

These are posted as you see in Fig. 2, and with them in the same manner other

	Month of July
Adams, H. Adams	1-15/100, 2-25/100, 3-30/100, 4-35/100, 5-40/100, 6-45/100, 7-50/100
Burns, B. Burns	1-10/100, 2-20/100, 3-30/100, 4-40/100, 5-50/100, 6-60/100, 7-70/100
Cotton, M. A. Cotton	1-15/100, 2-25/100, 3-35/100, 4-45/100, 5-55/100, 6-65/100, 7-75/100

Figure III.—This Illustrates How Ledger Is Kept After First Month's Business.

account has been paid in full by H. Adams and the 2 beneath shows it it was paid on July 2. In connection with B. Burns' account, \$5 cash was paid me on July 3rd.

After all bills have been made out at the end of the month and the names carried over to the page represented by Figure 3, with the total amounts purchased the previous month, opposite the names, I had little difficulty in deter-

mining the total amount I had on my books. All that was necessary was to add up the figures opposite the names. This was done every month, and if not paid, the amounts were carried forward.

The check-books are all numbered and filed in regular order, so that in case a customer has lost one of her bills and would like to see the items, I could, by looking at the date of the purchase and the number of the book at once put my hand on it and see copy of the original order.

BASKETS

You can make money as well as oblige your customers if you handle our

**Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,
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**Another Car of Gurd's
Celebrated
Gold Medal Brooms
JUST TO HAND**

The quality is fine, and they are strongly wrapped. Send us your order before they are all sold.

**W. H. ESCOTT
BROKER
WINNIPEG MANITOBA**

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

**H. CARGILL & SON
CARGILL, ONTARIO**

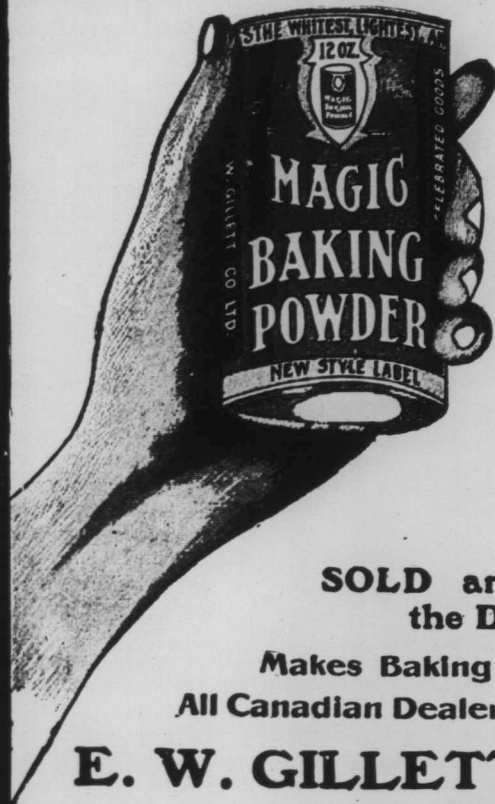
SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

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G. J. CLIFF, Manager.**

**SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.**

MADE IN CANADA.



MAGIC BAKING POWDER

**SOLD and USED EVERYWHERE in
the Dominion.**

**Makes Baking Easy, Dependable and Economical,
All Canadian Dealers Have It. REFUSE SUBSTITUTES.**

**E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.**

It is not Necessary

to explain to an intelligent dealer who knows
that Beans are twice the price now they were
a few years ago, why

Clark's Pork and Beans

are slightly dearer than they were.

IT MAY BE NECESSARY to explain to individual customers why the price to them is a little higher, but every grocer who wishes to retain good buyers by keeping the best goods will take pleasure in making the explanation.

William Clark

MONTREAL

Manufacturer of
HIGH-GRADE FOOD SPECIALTIES

Valencia Raisins

*A. MAHIQUES PARIS
DENIA*

For Quality and Price

This is What Buyers Say of this Brand:

Nov. 25th, 1908.

"It gives us great pleasure to say that
"the A. Mahiques Paris Brand Fine
"Selected Raisins purchased from you
"this year have turned out exceedingly
"fine in quality. We have compared
"them with what we considered other
"first-class brands, and in our opinion
"they are superior to any Fine Selected
"we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL

How to Educate Consumers to Eat More Cheese

Intemperate Use of This Nutritious Food The Cause of Comparatively Small Home Consumption—Teach Buyers To Eat Cheese In Small Quantities Regularly—A Grocer's Experience With Honey—Sales Increased From A Few Hundred Pounds to Fourteen Tons.

By A. H. Harvey.

The article on the home consumption of Canadian cheese which appeared in *The Grocer* a short time ago, opens up an interesting question of vast importance to our country, and which should have careful consideration. That we are a large cheese producing country and yet not a cheese eating people is a fact which the writer of that article observes and which is to him of sufficient importance to enquire into the cause and also to suggest a remedy.

His idea is, that the cheese eaten here is not sufficiently ripened or cured to create a fondness for it. It is, however, not always the taste or flavor alone of an article which governs its consumption. There are other causes, which are often based on mere opinions and not facts. The prevailing opinion is that cheese is hard to digest and for that reason some, with weak stomachs, do not eat it at all, and many others seldom use it for the same reason.

We are also led to believe that old and fully ripened cheese is more easily digested than that which is less ripened. Whether this is a fact or a mere opinion it nevertheless affects the consumption of new cheese.

As an observant grocer of many years experience I have seen the consumption of many articles checked through the circulation of erroneous opinions. A few years ago when the people got the first serious fright from appendicitis it was

claimed by medical men that the trouble was chiefly caused through the seeds in fruit. This at once very materially checked the sale of raisins, figs, raspberries, etc. This was nothing but an opinion and not a fact, but it had for some time the same effect as if it had been a fact.

The public at present is laboring under the belief that cheese is hard to digest, and for that reason, more than anything else, it is not used as a regular food. The real reason why old cheese is easier digested than new has never been demonstrated and it may also be nothing more or less than an opinion.

A Strength Producing Food.

One thing we all know and that is that cheese is a very nutritious food whether new or old. Your correspondent makes the statement that one pound of cheese contains as much nourishment as 2½ pounds of beef. Might it not be possible that the whole trouble is caused through the intemperate use of cheese. If one pound of cheese is equal to 2½ pounds of beef it is a very easy matter to cause stomach trouble by eating too much at a time. Look at the piece of cheese some people eat, multiply that by 2½ and eat that much beef and see what the effects will be on the stomach.

It is even claimed that cheese eaten in small quantities aids digestion, which should prove conclusively that cheese, if used moderately cannot be an indigest-

able article of food. The difference between old cheese and new may perhaps be accounted for, for the fact that old cheese being much stronger, is eaten in small quantities, whereas new cheese which is mild, is eaten in larger quantities. Honey also is a very nutritious food, and few people know how to use it. As a rule they eat altogether too much of it at one time, which sickens them and the honey gets the name of being hard to digest, which when used properly is a very wholesome food.

Proven by Experiment.

Some years ago we proved this by actual experiment, which satisfied me that people should know something about the nutritious value of food and eat in quantities accordingly. In retailing honey to consumers I at first found a great many people who had unpleasant effects from eating honey and they would not try it again. In every case they had eaten an unreasonable quantity. To overcome this prejudice we made it a rule to caution all purchasers of honey not to eat more than a certain quantity at a time. The result of this was that our honey sales increased from a few hundred pounds to fourteen tons a year, and the thought of it being indigestible entirely disappeared.

I believe by judicious handling and proper education that the same results could be worked out in cheese. Instead of eating cheese occasionally and then in immoderate quantities, it should be a daily food, eaten in smaller quantities.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
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NUTRITIOUS AND ECONOMICAL

COCOA

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Clean and White
Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

MAISON FRANÇAISE des PÂTES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
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SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDETTI & CO., Montreal Agents.

WHITE DOVE BRAND



Almond Paste



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SATISFIES EVERYBODY

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DAILY



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Fancy
Biscuits

EUROPEAN BISCUIT MANUFACTURERS WOULD BE THE FIRST TO ADMIT THAT CHRISTIE FANCY LINES ARE EQUAL IN QUALITY, PURITY AND NUTRIMENT TO THE BEST MANUFACTURED ANYWHERE. Yet we would hesitate to compete with the high standard English manufacturer on his own ground. Because *we know that a long sea voyage would not add anything to the flavor of Christie Biscuits.*

There's no doubt about the high Quality of the rare European Fancy Biscuits *on the other side of the Atlantic.* But when they are shipped over here *there's a difference.* Grocers, mindful of their reputation, would as soon hand out counterfeit change as stale biscuits to their customers. Why take chances? Stock Christie Fancy Biscuits. You can always get them fresh—in small quantities—when you want them. And on this side of the Atlantic, they *are* incomparable.

N.B.—“Madeira Mixed” and “Cherry Rings”—our newest biscuits—amply sustain the Christie reputation.

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DAILY CAPACITY 30,000 LBS.



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MANUFACTURER
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IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples prices, etc.

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CHOCOLATE CO.**

214 Princess Street, - - Winnipeg



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WE WOULD LIKE TO QUOTE PRICES

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TORONTO, CANADA

The Evils Following Price Cutting on Sugar

Does a Grocer Gain by Listening to the Appeals of the Bargain Hunter?—The Cause of Cutting of Prices — Actual Experiences Show Value of Quality in Goods.

By Victor Lauriston.

The preserving season has already opened in most sections, with the advent of strawberries. Raspberries, cherries, currants, blackberries, and the larger fruits, will follow in continuous succession till well into the fall.

The preserving season is a busy time for the grocer. True, he profits little if at all upon the fruits themselves; but sugar, jars, rubbers, and other preserving accessories are in steady demand.

Here and there an isolated grocer is seizing the golden opportunity to gratuitously cut his own throat and that of his fellow tradesmen by slaughtering sugar prices beyond all possibility of profit, in the empty notion that he will "boom business in other lines" by so doing. Fortunately, grocers during recent years have been educated to the folly of price cutting, and, as already stated, the evil is becoming more and more isolated to grocers who have not a business understanding of their trade.

"To attract customers—to boom business in other lines" is usually the aim which the price-cutter has in view.

After all, does a cut in sugar in the middle of a preserving season "boom business in other lines"—or does it in the long run attract customers, for a grocer to advertise his goods as inferior in price and, inferentially at least, inferior in quality?

Certainly, price cutting on sugar in the middle of the preserving season does little to "boom business in other lines." Merchants have almost uniformly observed that during the fruit and preserving season the bulk of their business is confined to special, seasonable features, and that shelf goods—regular lines of trade—show a marked falling off. As a matter of fact, the woman who is buying sugar for preserving will be too busy to cook elaborate meals, and her demand for other lines will be at a minimum till the preserving season is over.

How Price Cutting Works.

To their credit be it said, merchants are rarely the real originators of a "cut" in sugar or anything else. Usually, the cut originates in the mind of a bargain hunting housewife. The wish is father to the thought; and the thought is in turn father to the cut-price.

Recently, at the commencement of the strawberry season, a housewife set out upon a bargain hunting tour. The tour began—and ended—with her nearest grocer. She informed him that she intended purchasing a hundredweight of sugar for preserving. What, she desired to know, was his best price.

"Five twenty-five," he rejoined. "I can get it at So-and-So's," remarked the lady, "for \$4.80. Of course, I'd rather buy from you because you're nearer, but—"

The upshot of it all was that, after a half hour's haggling, the grocer sold the lady a hundredweight of sugar of the cheapest refined grade for \$4.80—

which, after figuring in original cost, freight, handling, and other essential items of expense, meant a dead loss to him. But he "kept her trade."

How? Well, this is how it worked out. The conversation reported is the lady's—much abbreviated, for obvious reasons.

"Really, I don't like to deal with Mr. Blank any more, he charges so awfully high for everything. Just think, I went there to buy my sugar, and he wanted to charge me \$5.25 a hundred, and then he sold it to me for \$4.80. I suppose it's the same with everything else, but you know, these corner groceries are so dear."

Probably, henceforth, remembering her "narrow escape from being robbed" this lady will buy from Mr. Blank only when she simply can't avoid doing so, and on other occasions will go to stores where she knows the prices are rock bottom, just because she's tried herself to beat them lower and failed to do it.

And finally, enquiry showed that Mr. So-and-So had never quoted her any price of \$4.80. His price for even the cheapest grade of sugar was \$5.00, and he kept it there. Mr. So-and-So's price of \$4.80 was merely a figment of the bargain hunter's imagination.

Don't Cut—Preach Quality.

"Preach quality" is the motto of many a successful grocer in the handling of bulk goods. And nowhere is the preaching of quality so effective as in dealing with sugar.

There are few things dearer to the housewife's heart than her preserves. Upon them she lavishes an immense amount of labor in the very hottest of hot summer days. To them she "points with pride" in conversations with her neighbors. She is never so deeply chagrined as when she opens a jar of preserves in mid winter to find that they have spoiled upon her hands.

And, with every woman, though a bargain is a bargain, on the other hand preserves are preserves. She will walk ten miles on a hot summer day and canvass twenty grocery stores in the hope of buying a hundredweight of sugar for twenty cents less—but she will, on the other hand, gladly pay fifty cents extra for her sugar once she learns to regard low priced sugar as a synonym for spoiled preserves.

Many practical grocers know this. Says one:

"Yes, there is a cheap grade of sugar. I never handle it at all. My patrons won't buy it."

This grocer takes his patron into his confidence. He explains to her that there are various grades of sugar. Of course, his customer wants the best. The price is, say, \$5.25 a hundred—he could not supply it for less.

The customer suggests that a cheaper grade might do—something about \$5 or less. The grocer smiles sadly, and rejoins that he did try such a grade at one time, but it didn't pan out well. Too many customers complained. Hence

he decided to cut out everything except the higher grades, which he could conscientiously recommend. If the customer wants cheap sugar, she can probably get it at some stores.

But as a rule, she doesn't—especially after the grocer's harrowing hints at spoiled preserves. The field is sown with the wheat of good returns for that particular merchant and those who make a practice of selling good goods at fair prices—but it is sown with the tares of disappointment for the price cutter.

Thanks to grocers who have stood their ground, there are thousands of women who have been convinced of the solid, substantial truth that quality can be secured only by paying for it, and that quality at a fair price is the cheapest purchase in the long run. Such women dodge the grocery bargain counter as they would the plague, and shrewdly suspect the quality of the canned goods that are labeled with the cut price tag. Maybe they miss a genuine bargain here and there—but they also escape a host of pitfalls. And there would be more such women if only more grocers had the courage to stand up and insist upon that to which they are honestly entitled—a fair and reasonable price for their goods.

AVERAGE CROP OF FRUIT.

So Points Out Circular Issued by Fruit Division of Department of Agriculture.

The Dominion Department of Agriculture, fruit division, has sent out the following summary on the fruit crop prospects in Canada:—

Weather conditions in Canada have been favorable during the month of June for fruit development.

Apples.—Eastern Canada will have a large crop of winter apples from present indications. Early and fall varieties will not yield as heavily.

The apple prospects in British Columbia will hardly reach the average.

Pears.—An average crop is expected in the commercial pear sections of Ontario.

Plums are estimated somewhat lower, generally, since the heavy bloom, but are showing for an average crop, except in British Columbia, where the crop will be light.

Peaches.—Early peaches are reported medium to full crop; late peaches medium. "Curl leaf" is very prevalent, affecting Elbertas particularly.

Grapes.—Concords promise a full crop; white and red grapes, medium to full crop.

Cherries will be a good average crop.

Tomatoes promise a good crop.

Small Fruits promise well everywhere. Strawberries in Southern Ontario are a very large crop.

Insect and Fungus Diseases are fairly prevalent, but comparatively little damage is reported yet, except from the cankerworm in Nova Scotia.

United States. — Present indications show about an average crop to compete with Canadian winter stock.

Note,
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“BORDO”

(REG.)

CHOCOLATES

Note, Mr. Grocer, the *new* name we have decided upon for the *old reliable* Bordeaux Chocolate you know so well.

We thought out this name, and had it registered, for *your* protection and that of your customers.

As makers of the famous Bordeaux Chocolate we have forged right to the front rank—our Bordeaux (“BORDO”) has proved ever satisfactory, the kind the people want.

At the same time, it has been proved that it is *inimitable*.

This we know because others have *tried* to imitate it. But they have not succeeded.

Much confusion arose owing to the large number of these imitations, so we decided to protect the trade and their customers.

Hence our new name—“BORDO”—which is stamped on each and every chocolate.

“BORDO”

(REG.)

CHOCOLATES

are sure money winners—are the leading sellers, always.

For over *twenty-five years* we have been making this chocolate, and it has held its popularity, increasing ever, all that time.

The same man has been, and is, at the head of this department all this time. Others may say what they will, we always have had, and have to-day, *the “BORDO” chocolate that the people want.*

We want YOU to share in our profits.

You can do so. Why not, when you can?

Write us for FREE SAMPLES of our “BORDO” Chocolate.

Costs YOU—**25c.** per lb.


You **sell** at **50c.** per lb. Order a small trial lot.

THE MONTREAL BISCUIT COMPANY
“The Originators”
MONTREAL

All the Year Round


Cowan's

Cocoa and Chocolate



are in demand. Strong, persistent advertising, backed up by absolute purity and uniformly delicious flavor, has made "Cowan's" a household word in Canada.

The Cowan Co., Ltd.
Toronto

By Royal  Letters Patent

NELSON'S

POWDERED GEATLINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S

Gelatine and Licorice LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILL, WARWICK, ENGLAND

The above can be had from any of the following agents:
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Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.



SOFT MINTS—50. boxes.
ACME PELLETS—5-lb. tins.
M. & R. WAFERS—50. bags.


and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

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ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
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W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

CANADA: No better Country  MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

John P. Mott & Co.
Halifax, N.S.

SELLING AGENTS:
J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver
Arthur M. Loucks Ottawa R. G. Bedlington Calgary

Flour, C

What
Wheat
Marke

With all our not time that flour as sold by somewhat change contains 196 lbs adopted to be stones of 14 lb. ience of retailers bags of 1/2 barre 1/2 barrels equal in a 1-14 part (lbs. or a stone, and quarter s stores a quarter lb. bag, perha tionally, and an 25 lb. bag. Wou do away with t altogether, and lb., 25 lb. and some parts of c not know what buy the flour i sell it in rour There should be and nothing is the decimal rat used in connectio

MC

FLOUR—Some done at satisfi such sales are sively to impo Locally a fair being transacted

Winter wheat patents, b
Straight rollers, bb
Extra, bbl.....
Royal Household, bbl.....
Glenora, bbl.....
Manitoba spring wheat: strong bakers
Five Roses, bbl.....
Harvest-Queen, bbl.....

FEED—Busine noticeably since main unchanged

Ontario bran, per ton...
Manitoba shorts, per ton...
" bran, per ton...
Mouillie, milled, per ton...
" straight graine
Feed flour, 98-lb. bag...

ROLLED OAT er light, as th time of year.

Fine oatmeal, bags.....
Standard oatmeal, bags...
Granulated ".....
Golddust cornmeal, 98-lb...
Bolted cornmeal, 100-bag...
White cornmeal.....
Rolled oats, bags.....

FLOUR—The and flour ma changed. The k ing wheat has d of looking for now looking for It appears tha scattered round was supposed s view of the co not anxious th need to keep th the new wheat

FIRE-ESCAPE CONTEST.

Prize of \$100 Offered to Traveler Who Presents Best Design on Commercial Travelers' Day.

Commercial Travelers' Day in connection with the National Exhibition, Toronto, will be celebrated this year on Saturday, Sept. 4th. The principal feature arranged by the Exhibition committee of the association, which met on Friday, July 2nd, was the fire-escape contest. This promises to be of especial interest, as it is something in which every knight-of-the-grip is particularly interested. A prize of \$100 will be given jointly by the Commercial Travelers' Association and the License Department of the Ontario Government, for the fire escape which is considered the best for the private chamber in a hotel. The committee in charge, anticipate the exhibition of several designs—the contest being open to all members of the association. All entries must be sent into the secretary of the Toronto Association, Jas. Sargent, 51 Yonge Street, Toronto.

Travelers' Day will also include a five mile marathon race for prizes valued at \$125, open to amateur members of the association, holding certificates for 1908 or 1909. A baseball game between the Toronto and Hamilton sections will be still another feature of the day. The winners will be holders for the year following of Ex-president M. C. Ellis' silver trophy, now resting under the wing of the Toronto association.

During the afternoon there will be a meeting which will be addressed by a number of the leading public men of the day.

As the programme is a particularly good one the energies of those in charge will be directed to making the Commercial Travelers' Day of 1909 better than the best of the past.

CANADA AND FRANCE.

Better Trade Relations Will Exist From Government Missionary Work.

Montreal, July 7.—“Canada is much more widely known in France since the French treaty has been before the two

nations—two years now — and the resources of the Dominion form the subject of frequent discussions wherever business men meet.”

This statement was made to The Grocer by H. Laporte, of Laporte, Martin & Co., Montreal, who has just returned to Canada.

“You would be surprised at the amount of good which has come from the missionary work accomplished by a couple of the members of the staff maintained by the Federal Government in Paris. During the last two years these two gentlemen have been traveling over France, meeting the members of the Boards of Trade in different cities, giving lectures, discussing Canada with interested business men, and otherwise looking after the interests of our country. As a result of the good work they have done, considerable new business has resulted, to mutual advantage.

“I do not know whether or not these gentlemen will continue to travel over France in the interests of Canadian trade, but it is to be hoped that they will. I should think that it would be an excellent idea for the Government to send over a delegation composed of three or five leading Canadian business men, in order that they might, for the benefit of Canadian manufacturers and wholesalers, meet the chief French business men, and discuss with them how best to improve trade relations. The experience of the two agents of the Government I have mentioned proves the feasibility of such a suggestion.

“With a good, direct steamship service, such as we will presently have, there is no reason why trade between the two countries should not be doubled.”

Continuing, Mr. Laporte stated that a late, cold winter had retarded seeding operations, and all French vegetables would, in consequence, be in short supply this year. French peas, he said, would not be more than one-third of last year's crop, in size.

A PRESENT-DAY HEZEKIAH.

There are prophets among travelers as well as profits in the goods they sell. The following prediction was heard fall from the lips of a tea traveler one day last week just prior to a

thunder storm: “The general tenor and aspect of the elements are indicative of ponderous moisture.” Is it any wonder it rained?

The Canadian trade commissioner writing from Durban, South Africa, says: “It is possible that Canadian cigar makers might do something out here, as they turn out quite an excellent article. A fair cigar at a reasonable price with a good name might be tried by one or two large Quebec or Ontario firms.”

WM. BERRY LTD.
MANCHESTER and LONDON, E. G.
**Wax-Waterproof
Shoe Polishes**
Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

TO WHOLESALE TRADE:—

Buy your

**Whole Spices,
Coffees,
Sardines, etc.,**

from

H. COLLINGS & Co.

16 Philpot Lane, E. C.
LONDON, ENGLAND

“Repeat Orders the Rule”

Quality always right Shipments prompt

Agents in MONTREAL, Mr. I. Russell Murray
“ KINGSTON, Mr. C. de Carteret,
“ TORONTO, Mr. James Haywood.
“ HAMILTON, Messrs. John W. Bick
& Greening.
“ LONDON, Mr. Geo. H. Gillespie.
“ WINNIPEG, Mr. W. H. Escott.

Established 1856

**THE PEOPLE OF
JAMAICA**

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

**KINGSTON
“GLENER”**

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

From the Atlantic to the Pacific retail grocers and general stores are selling



**WILSON'S
FLY PADS**

because they give universal satisfaction and pay a very large profit.

Flour Cleanliness

3. Dirty Fingers Don't Touch Good Flour.

THE FARMER gets wheat out of dirt, and the miller gets dirt out of wheat. The more dirt he gets out of wheat and keeps out of the product the better the miller is he.

Q But what's the use of spending a fortune in wheat cleaning if *afterwards* dirt is again introduced in the grinding or packing departments?

Q Why is it that the best surgeons nowadays wear rubber gloves when performing critical operations? Is it to avoid being infected themselves, or to avoid infecting their patients by contact with *hands unprotected*? Surgeons declare it is *impossible* to wash the hands so that they will be free from the danger of germ infection.

Q Food and fingers are the carriers of contagion. That's why the FIVE ROSES process of flour milling is *entirely mechanical*. Not a hand, not a finger, can touch FIVE ROSES from the moment it enters our hoppers as the plump Manitoba wheat until it reaches *your* counter, the finest spring wheat flour under the sun.

Q Through the sun-flooded mills at Keewatin out in the country air, through the wheat cleaners and scourers; the breaks, scalpers, purifiers; the rolls, sifters, dusters and blenders; via a thousand spouts, elevators and conveyors; into the *automatic* packers, into the barrels and sacks *without ever touching a hand*, from start to finish perfect purity—FIVE ROSES flour!

Q Tell your customer that *her* hands are the first to touch FIVE ROSES, and she will have no other. Don't YOU want to sell bagged perfection or barreled purity—FIVE ROSES?

LAKE OF THE WOODS MILLING CO., LTD.

MONTREAL ∴ Sole Makers of Five Roses ∴ WINNIPEG

The Grocer's Encyclopedia From Week to Week

Where The Lime Fruit Is Grown and The Source of the Canadian Supply—What the Grocer Should Know About It—Valuable For Its Medicinal Properties—Produces a Better Drink than Lemons.

LIMES—Probably it is due to the fact that so little is known about the fruit of the lime tree, that the sale of it in Canada is as yet somewhat meagre. However, the lime is gradually working its way up in the estimation of the public and in a few years hence there promises to be a good demand in this country.

The lime tree is not a very large one—in fact it might be called a shrub. It belongs to the citrus family like the orange and lemon and resembles the latter fruit in almost everything but size. In a good sized lime there is more juice and citric acid than there is in an ordinary lemon. It is also bitterer than the commercial varieties of lemon.

The Canadian Supply.

The native home of the lime is represented as southeastern Asia but it has spread to many other tropical countries. The supply for Canada comes from the British West India islands of Dominica and Antigua, principally the former. Very few limes come direct to Canada but are purchased through New York. Jamaica, Trinidad and Florida are other producers of this fruit.

Probably the best quality of lime is produced in Montserrat, one of the West Indies, but few of these are exported. The great industry of Montserrat is the manufacture of lime-juice and the fruit is practically all used for that purpose. This lime-juice is famous the world over.

The tree, like the lemon, bears practically all the year round.

Grocers who handle the fruit should know something about its qualities. The lime is one of the most important producers of citric acid well known for its medicinal properties. The juice is highly valued for making cooling drinks with the aid of sugar and water. It is recommended by authorities as better than lemonade.

Just at the present time hotels use the fruit more or less extensively for flavoring fish, meats, etc., as well as for mixing with drinks and many of them buy large quantities. In the West Indies where it is grown it is used for cooking and making sauces in much the same way as lemons are used here. Flavored with nutmeg the drink becomes very refreshing and palatable.

First Direct Shipment.

As intimated before, limes have not been used to a large extent in Canada. The first direct shipment came to a Toronto fruit firm in 1905, but even now most of them come to Canada via New York. They are, however, growing in the popular favor and comparatively large

quantities come during the summer season.

The cost to retailer in Ontario is usually around \$1.25 to \$1.30 per hundred limes.

HALF HOLIDAY IN WINDSOR.

Windsor, July 7.—The grocers and butchers of Windsor have agreed to give their employees a weekly half holiday every Thursday afternoon during July and August.

The move has been brought about largely through the earnest efforts of W. J. Cherney and G. H. Nairn among the grocers, and Harvey & Co. among the butchers, though others lent a helping hand.

Mayor Wigle, of Windsor, in an open letter congratulates the merchants in these lines for their progressive move, and Dr. Smith, chairman of the park commission, has set aside the park for the sole use of the employes for their Thursday afternoon games.

HONEY PROSPECTS ARE GOOD.

Chatham, July 7.—From all accounts, the honey output of this section will be exceptionally large this year.

In 1907 and 1908 the bee raisers experienced comparatively bad years, and the output was small. This year, however, weather conditions have been favorable, and a big gain in the output is expected.

An indication is the brisk demand among dealers for bee supplies of all sorts, consequent upon the busy swarming recently.

Tell Your Customers That:

SHAM ROCK BIG PLUG SMOKING TOBACCO

When out never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Every Progressive Grocer handles PICHET TEA BISCUITS

as well as every First Class Hotel and Leading
Tobacconist handles the Famous Imported

**Germinal and
La Perla Del Oriente
Manilla Cheroots at 10c.**

No equal value on the market for the money.

**JOS. COTE, Importer, Sole Agent,
186-188 St. Paul St. Branch—179 St. Joseph St.
QUEBEC**

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



"CA
A NE
Laund
Soap



The

The S

An

66

The

"CANADA'S BEST"

A NEW, WHITE
Laundry
Soap

"Here a NEW
laundry soap. It is
WHITE—not yellow! It is
NOT ADULTERATED
WITH RESIN, as are yellow
soaps. Resin ROTTS clothes,
you know."

If you were to show a woman a bar of "Canada's Best" and make the foregoing statement you know she would straightway buy this New, White Soap.

You could certainly make things HUM around your soap section if you had "Canada's Best" in stock—and why haven't you? Just write for prices and terms.

UNITED SOAP COMPANY - BRANTFORD, CAN.



"7-20-4"

Easy to remember for 2 reasons

The NAME—quickly thought of. The QUALITY—always lingers.

Our Guarantee

"S.C.CO."

Stamped on every cigar.

You cannot go astray with this line,

The Sherbrooke Cigar Co., - - - - Sherbrooke, Que.

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

Canadian Fruits

Strawberries Cherries
Gooseberries

Imported

Watermelons Tomatoes
Cabbage Cukes Beans
Valencia Oranges
Verdilli Lemons
California Lemons
California Peaches, Pears
and Plums.

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY
Franc Tracuzzi
MESSINA
ITALY

To-day unloading at Boston
and New York 1,500 Boxes

**St. Nicholas
Home Guard**

Verdilli Lemons for Tor-
onto. Get them if you want
the BEST.

AGENT:
J. J. McCabe
32 CHURCH ST.
TORONTO

Canadian Fruit, Vegetable and Fish Markets

Warm Weather Accounts for Extensive Fruit Sales—Strawberries Still Lead on the Fruit Markets—Dry Weather Shortens Season—Canadian-Grown Vegetables Take Place of Imported.

MONTREAL.

GREEN FRUITS—Continued warm weather has been most welcome to the fruit trade. It looked at first as if there was not going to be much of a summer, but recently there have been some fine days for fruit sales, and good business has resulted. There has been a very strong demand for lemons for lemonade making and for other such purposes. Oranges are steady. The first car of Bartlett pears arrived on Monday, and sold fairly quickly, considering the high price asked, \$4.50. This is not prohibitive, for an opening figure, and is easily obtainable from retailers who have an exclusive trade to cater to. Strawberries are arriving very freely, and low prices continue to rule. All California fruits are in strong demand, and carloads are quickly disposed of when put up at auction, daily, almost. California cantaloupes are now on the market. Bananas are moving freely at old prices. Watermelons are in good demand, too.

Apricots, California, per crate.....	1 75	2 00
Apples, Spies, XXX, bbl.....	7 00	7 50
" Ben Davis, XXX, bbl.....	6 50	
Bananas crated, bunch.....	1 25	1 90
Cherries, California, black, per box.....	2 00	2 50
" white, ".....	5 50	6 50
Cantaloupes, Georgia, crate.....	5 00	5 50
" California, crate of 45.....	6 25	6 50
Cranberries, per crate.....	4 00	4 00
Cocoanuts, bag.....	4 00	6 00
Grape fruit, per box.....	2 75	4 50
Lemons, crate.....	1 00	1 00
Limes, per box.....	3 00	4 00
Oranges, California navels.....	3 75	4 50
" late Valencias.....	4 50	5 00
" Valencias.....	2 25	2 50
" Cubans.....	3 00	3 00
" Mexican.....	2 50	3 00
" Sorrento.....	1 75	2 50
" Messina Ovata, half boxes.....	1 25	1 75
Peaches, California, box.....	1 25	1 75
" Georgia, per crate.....	2 15	2 40
Pineapples, Cuban, crate.....	3 00	3 50
" Florida, crate.....	2 25	2 50
Plums, California, per crate.....	4 50	4 50
" California, (Bartlett) per box.....	0 05	0 10
Strawberries, Canadian, per basket.....	0 40	0 50
Watermelons, each.....		

VEGETABLES—Good business came with the warm weather, there being quite a noticeable increase in demand for mostly all lines. Canadian peas are offered this week, for the first time, having made their appearance on the market in rather limited quantity. They are put up in small bags, weighing from 18 lbs. to 20 lbs. These are sold to the grocer at 75c each. New cabbage is firmer, as are also leeks, which have advanced. New potatoes are not so high, there having been a drop of 25c a barrel. String beans are quoted at slightly higher figures, while tomatoes are advanced, too. Egyptian onions and green peppers are easier. Boston lettuce is no longer quoted. Cucumbers are freely sold at old prices.

Asparagus, Montreal, doz.....	3 00	6 00
" Western, basket.....	1 25	1 50
Beets, old, bag.....	0 40	0 75
Carrots, new, dozen bunches.....	2 00	2 00
" old, bag.....	2 00	2 25
Cabbage, new, crate.....	1 25	1 50
Celery, dozen.....	2 00	4 00
Cauliflowers, dozen.....	1 75	2 00
Cucumbers, basket.....	4 00	4 00
Corn, imported, crate.....	3 00	3 00
Green peppers, crate.....	0 15	0 20
Home radish, lb.....	0 15	0 50
Lettuce, dozen.....	1 50	2 00
Leeks, dozen.....	0 50	0 75
Mushrooms, lb.....	0 05	0 05
Onions, large, lb.....	0 02	0 02
" Egyptian, 112-lb. bag, lb.....	1 25	1 25
" Bermuda, 50-lb. crate.....		

Potatoes, new, bbl.....	3 25
" Montreal, bag.....	1 20
" New Brunswick, bag.....	1 25
" P.E.I., bag.....	1 20
Paraleys, dozen.....	0 50
Peas, Canadian, 20-lb. bag.....	0 75
Parsnips, bag.....	1 25
Sage, dozen.....	0 50
Savory, dozen.....	0 40
Spinach, Canadian, box.....	2 00
String beans, basket.....	2 00
Shallots, dozen bunches.....	0 05
Sweet potatoes, bbl.....	6 00
" basket.....	3 50
Tomatoes, Illinois, small flats.....	1 25
Turnips, bag.....	0 60
Watercress, dozen large bunches.....	0 75

FISH—An advance of 1c in Gaspé salmon this week demonstrates the strength of the market for this line, which is beginning to be quite noticeably scarce. Lake trout is not in good supply, either, but the price has not been advanced. Grass pike is easier. Mackerel has been advanced. Haddock and cod are arriving freely and prices are steady. Good demand for halibut is reported. Dressed bullheads are no longer quoted. Continued warm weather has resulted in a scarcity of brook trout. Buck shad is not quoted any more. Smoked and prepared fish, as well as salted, are not moving freely, demand being small. Live lobsters are higher, owing to the close of the season.

FRESH

Haddock, shore, per lb.....	0 04
Steak cod, per lb.....	0 05
Grass pike, round.....	0 07
Halibut, per lb.....	0 09
Dressed perch.....	0 10
Dore.....	0 12
Mackerel.....	0 09
Sea trout.....	0 10
Lake trout.....	0 10
Whitefish.....	0 10
Sea bass, per lb.....	0 18
Gaspé Salmon.....	0 18
Brook trout.....	0 20
Flounders.....	0 10

SMOKED

Haddies, 15 lb. bxs., per lb.....	0 08
Kippered herring, per box.....	1 10
Large blotters, per box.....	1 10
Smoked herring, small boxes.....	0 18
Smoked salmon, sugar cured, per lb.....	0 25

SHELL FISH

Choice bulk oysters, per gal.....	1 50
"Sealight" oysters, per gal.....	1 90
Live lobsters, per lb.....	0 14
Boiled lobsters, per lb.....	0 15

FROZEN

Steak cod, lb.....	0 04
Halibut, per lb.....	0 08
B.C. salmon, red, per lb.....	0 10
Qualla salmon, per lb.....	0 09
Fall salmon, per lb.....	0 08
Dore, round, winter caught, per lb.....	0 10
Large whitefish, per lb.....	0 08
Small.....	0 06

SALTED AND PICKLED

Labrador herring, half barrel.....	2 80
B.C. salmon, half bbls.....	9 00
No. 1 mackerel pails.....	2 00
No. 1 " half bbls.....	8 00
Labrador sea trout, bbls.....	12 50
" half bbls.....	6 50
Skinless cod, 100 lb. cases.....	5 25
Salt sardines, 20 lb. pails.....	1 00
Boneless cod, in blocks, 5, 6, 8, 9 and 10 cents per lb.....	

TORONTO.

GREEN FRUITS—Strawberries are still "King" on the fruit market and take up almost the entire attention of the fruit men. The rain last week which just came in time, saved a large part of the crop from drying up without getting ripe. On the whole, the yield this year is above the average, the demand is good, and prices have

been reasonable slumps. Canada in order and qua common plain bas the California ch The latter came expected to sell are occupying a l pearance of hav are suffering fro Out of pure sym ness the dealer quote their price pears and aprico but are high in oranges are in g

Apples, Spies.....
Oranges, Cal. Valencia.....
 " Cal. navels.....
 " Mexican.....
 " Palermo bloods.....
Lemons, Messina,.....
 " Sorrento.....
Bananas.....
Pineapples, Florida, crate.....
Cherries, Canadian, per b.....
 " per half basket.....
Strawberries.....
Peaches, Cal.....
Apricots, Cal.....

VEGETABLES grown near La the market this at \$1.75 per bas cellent. Almost adian grown veg imported goods beans, cabbages, agus, etc., are city is principal deners. New \$3.50 a barrel. melons are in g main undisturbe some time, and have to pay loupe we buy.

Potatoes, Ontario, per l.....
 " Virginia, per l.....
Onions, Canadian, dried.....
 " Bermuda, per c.....
 " Egyptian, per s.....
Tomatoes, Tennessee, p.....
 " Canadian, p.....
Carrots, per bag.....
Cabbage, Florida, new.....
Turnips.....
Radishes, per dozen.....
Lettuce, per dozen.....
Spinach, per bushel.....

CHE

Englis
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Raspberri
Strawber

Wire, pho
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our most

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Phot

been reasonable without any serious slumps. Canadian cherries come next in order and quantity. They arrive in common plain baskets. They have given the California cherries a serious defeat. The latter came in neat boxes and even expected to sell at fancy prices. They are occupying a back seat with the appearance of having been neglected and are suffering from advanced ripeness. Out of pure sympathy and consideration the dealer thought best not to quote their prices. California peaches, pears and apricots are arriving daily, but are high in prices. Late Valencia oranges are in good condition.

Apples, Spies.....	8 00
Oranges, Cal. Valencia.....	3 50 4 00
" Cal. navels.....	3 00 3 50
" Mexican.....	2 00 2 50
" Palermo bloods, half cases.....	1 50 2 00
Lemons, Messina.....	2 75 3 00
" Sorrento.....	3 75 4 00
Bananas.....	1 75 2 25
Pineapples, Florida, crate.....	2 00 2 25
Cherries, Canadian, per basket.....	0 60 0 85
" per half basket.....	0 04 0 07
Strawberries.....	1 50 1 75
Peaches, Cal.....	1 25 1 50
Apricots, Cal.....	1 25 1 50

VEGETABLES—Canadian tomatoes grown near Leamington appeared on the market this week and were offered at \$1.75 per basket. The quality is excellent. Almost in every line the Canadian grown vegetables are putting the imported goods out of business. Peas, beans, cabbages, carrots, onions, asparagus, etc., are all grown here, and the city is principally supplied by the gardeners. New potatoes are down to \$3.50 a barrel. Cantaloupes and watermelons are in good supply and will remain undisturbed from our own for some time, and in the meantime we have to pay 3c duty on each cantaloupe we buy.

Potatoes, Ontario, per bag.....	0 90 1 00
" Virginia, per barrel.....	3 50
Onions, Canadian, dried, bag.....	1 35 1 50
" Bermuda, per case.....	1 00
" Egyptian, per sack of 112 lbs.....	3 50 3 75
Tomatoes, Tennessee, per crate of 4 baskets.....	1 00 1 15
" Canadian, per basket.....	1 75
Carrots, per bag.....	1 00
" new, per bunch.....	0 30 0 35
Cabbage, Florida, new.....	1 50 1 75
Turnips.....	0 50 0 60
Radishes, per dozen.....	0 20 0 25
Lettuce, per dozen.....	0 20 0 30
Spinach, per bushel.....	0 50

California Fruit

Peaches Plums Pears
Apricots Watermelons
Cantaloupes.

Fresh Canadian Strawberries and Cherries.

Fancy Lemons and Oranges.

Full Lines for the Hot Weather Trade.

WHITE & CO., Limited

TORONTO and HAMILTON



Lemons—Lemonade

In the House, in the Store, always have my Lemons. What is more refreshing and health-giving than a glass of cool, real Lemonade made from Sicily Lemons? Order from your Wholesaler the "Standard of Quality" Brand.

"BUSTER BROWN"

FOLLINA BROS., Packers

W. B. STRINGER, Agent

CHERRIES

English Sweet Whites

" " Blacks

Sour Red Richmonds

Are now on at their best

Raspberries—few coming in.

Strawberries about done.

Wire, phone or mail us your orders and same shall have our most careful and prompt attention.

Stevens & Soloman

Shippers of Canadian Fruits, etc.

HAMILTON, - ONTARIO

Phones 2700 and 690

PINEAPPLES

Fancy Colored Fruit, All Sizes

PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES
RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH

ONTARIO

THE CANADIAN GROCER

Green peppers, per basket.....	0 75
Cucumbers, per hamper.....	1 00 1 25
Asparagus, per basket.....	1 25 1 50
Green onions, per basket.....	0 50
Rhubarb.....	0 25 0 30
Beans, green.....	1 25
" wax.....	0 75 1 00
Peas, per basket.....	0 40 0 50
Corn, per dozen.....	0 30
Cress, per basket.....	0 75
Water melons.....	0 35 0 40
Cantaloupes, per case.....	6 00

FISH—The fish market is steady, with a fair demand. White fish are scarce and one cent higher, with this exception prices are the same as last week.

Herring, medium, per lb., fresh caught.....	0 05 0 06
Whitefish, fresh caught.....	0 11
Trout, fresh caught.....	0 10
Cod, fresh caught.....	0 08
Halibut, fresh caught.....	0 10
Haddock, fresh caught.....	0 07
Pike.....	0 06
Perch.....	0 07
Carp.....	0 03
Yellow pickerel.....	0 09
Sea salmon.....	0 17
Mackerel, each.....	0 20

LOBSTER PRICES TO BE HIGH.

This is Opinion of a Montreal Authority—Storms Cause Havoc.

Montreal, July 6.—“Reports of the serious storm on the coasts of Prince Edward Island, Nova Scotia and New Brunswick, which appeared in the papers some weeks ago, were not at all exaggerated,” said J. W. Windsor, Montreal, to The Grocer this week.

Mr. Windsor, who has spent several weeks in the east, and who is in Montreal only for a few days, stated that very considerable damage had been wrought by the terrific gale which struck the coasts.

“Lobster fishermen lost their traps, and were themselves kept from the fishing grounds during the four or five days the storm lasted. These traps could not be replaced in time to permit of their being used this season, and, in consequence, much valuable time was lost, and the catch was bound to be so much smaller.

“Personally, I do not think that the pack of lobsters this year will be more than 60 per cent. of last season. This will most assuredly mean higher prices.

“The storm was one of the most serious blows the industry has suffered in years.”

Mr. Windsor mentioned the approaching investigation, which Commander

Wakeham will hold into the lobster and other fishing industries, and prophesied many desirable changes as likely to result from the inquiries which will be made.

AN ASSOCIATION FORMED.

Potato Shippers of New Brunswick Co-operate For Better Rates.

St. John, N.B., July 5.—At a meeting of potato shippers, held in Woodstock, N.B., on Tuesday, June 22, the “Shippers Association of Victoria, Carleton and York Counties,” was formed. The object of the gathering was to discuss with H. E. McDonald, general freight agent of the C.P.R., Atlantic division, the matter of better rates for shipping potatoes.

Coles Dugan, of Woodstock, was elected president, and A. D. McCain, of Florenceville, sec.-treas. Others present were: J. C. Manzer, Guy C. Porter, Andover; James McIsaac, Florenceville; J. F. Tweedale, Perth; Mr. Perley, Woodstock, and H. E. McDonald, of the C.P.R., St. John.

Mr. McDonald agreed to give the shippers a rate of 8½ to 11½ cents per 100 pounds, for export to the West Indies; 17 cents to Montreal; 20 cents to Ottawa, and 22 cents to Toronto, and the main shipping points in Canada. The cars will all be overhauled and put in condition for fall business.

J. T. Tweedale, M.P.P., J. C. Manzer, Guy C. Porter, Coles Dugan and Mr. McDonald made addresses in which they pointed out ways in which the association could be helpful to the farmers and shippers.

Another meeting is to be held on July 22, at Florenceville, for the purpose of framing a constitution and taking up matters of interest to the members.

The potato crop from all appearances is going to be a bumper one this year and it is estimated that fully forty per cent. more than in previous years will be shipped in the coming season. The crops are all looking fine at pre-

sent, but frequent warm rains will not be unwelcome.

FAILED IN AUSTRALIA.

Costly experiments were made years ago in endeavoring to produce beet-sugar upon a payable basis in the State of Victoria, Australia, says the Canadian Trade Commissioner, in writing the Dominion Government. A splendidly-equipped sugar factory was erected entailing a large monetary expenditure, but, on account of the beet crops not receiving proper care, the industry collapsed and the abandoned mill fell into the hands of the local Government. The building and machinery have been kept in excellent condition and the factory is ready to resume operations if the raw material can be procured.

BET SUGAR INDUSTRY.

Granulated sugar produced in Canada from beets last year totalled about 6,600 tons; and the amount of raw beet sugar imported from Europe by the Canadian factories was about 13,000 tons.

The acreage of the domestic sugar beet under cultivation last year was 5,500 tons. This will be increased a little this year.

H. G. Reed, grocer, Chatham, Ont., has sold to Cecil Moore.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

If you have STRAWBERRIES, RASPBERRIES (cultivated or wild) CHERRIES and other fruits to consign let us have them. We can sell them for you.

THE DAWSON COMMISSION CO., TORONTO



NO PICNIC BASKET COMPLETE WITHOUT

BALAKLAVA SARDINES

Choice, firm fish, packed by experts in modern factories of cleanliness. Pure Salad Oil used.

HAVE YOU A STOCK?

The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents: C. A. Chouillon & Co., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; Jos. Somerville, Hamilton; Botvin & Grenier, Quebec, Que.; H. M. McBride, 312 Ross Ave., Winnipeg, Man.

SATISFACTION TO ALL

That is what the Brunswick Brand gives

OUR PRODUCTS ARE:

¼ Oil Sardines
¾ Mustard Sardines
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies
(Both Oval and Round Tins)
Clams
Scallops

No Sea Foods are so widely known or have such extensive sales.

Brunswick Brand is Profitable to Handle.
It Builds up Business.



CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; J. Harley Brown, London, Ont.

“Ice Castle” Brand

Lobsters that are Always the same

Many brands of lobsters are good one year, but ??—who knows what they are the next?

That's the kind it's best NOT to sell. You know why.

SOME brands are ALWAYS the same. Ever dependable.

Pays you to sell SUCH a brand. Here, again, you know why.

ICE CASTLE BRAND Lobsters have been of the same high quality for years, and possess the enviable reputation of being about the best “buy” the grocer can make in lobsters.

You can get full particulars from the sole packer

J. W. WINDSOR

Montreal

THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue: "Modern Grocery Fixtures"



The Walker Bin and Store Fixture Co., LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal: Kenneth H. Munro, Coristine Building
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.

CAN'T EXPLODE
"A customer with a cigar or pipe can come as near as he likes to my gasolene pump and it can't explode, because it's
THE BOWSER

This absolute safety which the Bowser gives you is alone worth its price.

But cost doesn't figure, for the Bowser pays for itself by stopping all leakage, evaporation and waste.

Put in a Bowser and sell gasolene. It means money in your pocket.

Bulletin 5056 tells you why. A postal will bring it, free. Write now.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO

COMMON SENSE SAYS Use 'em

A man wants credit. If you think he is good give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes.

ALLISON COUPON BOOKS

Manufactured by **ALLISON COUPON COMPANY, Indianapolis**

Order them from your jobber.

They enable you to handle credit customers with scarcely any risk and make disputes and misunderstandings impossible. They cost very little and pay for themselves many times over. Can you afford to do without them?



ABSORBINE
Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use, \$2.00 per bottle at dealers or delivered. **Horse Book 5 D free.**
ABSORBINE, JR. (mankind, \$1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.

BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.
10 Front St. E., TORONTO



The Arctic Refr

MEETS ALL

It gives perfect cold dry air and the structure cannot be

We can supply size desired. You Arctic economical efficient in every r

Get our Catalogue

JOHN HILLOCK

154 George S

Fisher



Ask any

WINNIPEG—C (and br)
VANCOUVER
HAMILTON—J son,
TORONTO
LONDON
ST. JOHN, N.B.

Wood

The Arctic Refrigerator MEETS ALL DEMANDS

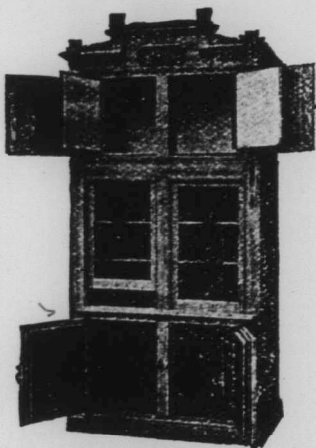
It gives perfect circulation of cold dry air and the system of construction cannot be surpassed.

We can supply any style or size desired. You will find the Arctic economical, thorough and efficient in every respect.

Get our Catalogue and Discounts.

JOHN HILLOCK & CO., Limited

154 George St., Toronto



TEA LEAD

Best Inconrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.

LIMEHOUSE,

A.B.C. Codes used 4 h and 5th Editions.

LONDON, E., ENG.

Canadian Agents:

ALFRED B. LAMBE & SON, TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

Fisher Electric Coffee Mills



are made in Canada and are under a Canadian guarantee. They are beautiful in style and finish, simple in construction, efficient and inexpensive in operation, easy to install—and in a few words—cheaper and better than any Electric Mill on the American Continent.

Manufactured by

The A. D. Fisher Co.

Toronto Limited



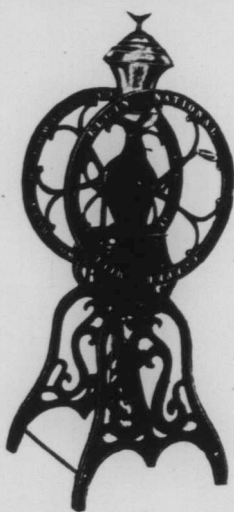
A Convenience and an Ornament are combined in McGregor's

Patent Bag Holder

The most useful, time saving and labor saving device about the store. Get our prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO



HIGH GRADE
COFFEE MILLS

AT

LOW PRICES

GET AN

**Elgin National
Mill**

40 DIFFERENT STYLES

Our floor and counter mills all have steel grinders and are regulated to grind coarse or fine when running.

They are the fastest, simplest and most effective mills on the market and by all means the cheapest in price and handsomest in appearance.

Ask any of the following Jobbers for our Catalogue,

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co (and branches); Foley Bros. Larson & Co. (and branches).

VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co. HAMILTON—Jas. Turner & Co.; Balfour Smye & Co.; MacPherson, Glasco & Co.

TORONTO—Blain Ltd.

LONDON—Gorman Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Royal Metal Polishes



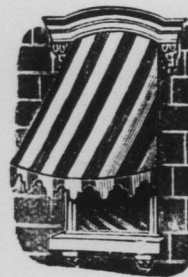
would not sell in such quantity as they do unless they filled every requirement of the housewife. Unsurpassed for all kinds of cleaning. Reasonable price; yields you large profits.

Get a supply if you have none.

**ROYAL POLISHES COMPANY
MONTREAL**

AGENTS: Ottawa—General Supply Co. of Canada, Ltd. Winnipeg—H. W. Glasco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.

THE MAN WHO KNOWS—



He's the man to ask about material, prices, measurements, etc., when you are considering the purchasing of an awning.

THOS. SONNE, Sr.

193 Commissioners Street
MONTREAL

has been so long on the job that he can give you entire satisfaction—can even save you money.

Ask HIM How.

THE CANADIAN GROCER

THOS. UPTON
PRESIDENT AND GENERAL MANAGER

W. J. BRIGGER,
SECRETARY-TREASURER

THE T. UPTON CO., LIMITED

MANUFACTURERS OF

JAMS, JELLIES, MARMALADES, ETC.

FACTORY, 19 TO 37 DELAWARE AVENUE

TELEPHONE No. 495.

HAMILTON, ONT. May 21, 1909

The Canadian Grocer,
Toronto, Ontario.

Dear Sirs:

We have been advertising in the Canadian Grocer for a number of years but never realized the good work you are doing until last Fall when the writer took a business trip through the North West and British Columbia.

Your journal seemed to be well thought of by the retail grocers, and many of them, especially in Vancouver and Victoria, took the trouble to mention that they had seen our ad in the Grocer.

This was appreciated by us as it is rather difficult to know just what class of advertising is giving us results. However we are now satisfied that your journal is an excellent medium for any manufacturer to use who wants to talk business to the whole-sale or retail grocer of Canada.

Yours truly,

The T. Upton Co., Limited

per *W. J. Brigger*

QUO

Baking Po

W. H. GILLAR

Diamond—
1-lb. tins, 2 doz. in case ..
1-lb. tins, 3 " " " ..
1-lb. tins, 4 " " " ..

IMPERIAL BAKING
Cases. Sizes.
4-doz. 10c.
3-doz. 8-oz.
1-doz. 12-oz.
3-doz. 12-oz.
1-doz. 2 1/2 lb.
1-doz. 5 lb.

MAGIC
Cases.
6 doz.
4 "
4 "
4 "
4 "
2 "
2 "
1 "
1 "
1 "
1 "

ROYAL
Cases.
6 doz.
4 "
4 "
4 "
4 "
2 "
2 "
1 "
1 "
1 "

CLEVELAND'S BAKING
Cases.
6 doz.
4 "
4 "
4 "
4 "
2 "
2 "
1 "
1 "
1 "

barrels—When packed
cent. discount will be
WHITE SWAN SPICES &
White Swan Baking Pow
1-lb. tins, 3-doz. in case
1-lb. " " "
1-lb. " " "


Keen's Oxf. rd, per lb. ...
In 10-box lots or case
Gillett's Mammoth, 1/2 gr

Cereals
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White Swan Flaked Ric
White Swan Flaked Pe

Chocolates
THE COWAN CO
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London Pearl, per lb.
Special quotations
kegs, etc.



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	.....	\$2 00
1-lb. tins, 3 " "	.....	1 25
1-lb. tins, 4 " "	.....	0 75
Imperial Baking Powder—		
Case.	Size.	Per doz.
4-doz.	10c.	\$0 85
1-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
1-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75



MAGIC BAKING POWDER

Case.	Size.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	15 " "	1 45
2 " "	16 " "	1 65
2 " "	18 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	16 " "	\$4 55



ROYAL BAKING POWDER

Case.	Size.	Per Doz.
Royal—Dime	.....	\$ 0 95
" "	1 lb.	1 40
" "	2 lb.	1 95
" "	3 lb.	2 55
" "	4 lb.	3 85
" "	5 lb.	4 90
" "	6 lb.	5 35
" "	8 lb.	6 25
" "	10 lb.	7 35
Barrels—When packed in barrels one per cent. discount will be allowed.		

CLEVELAND'S BAKING POWDER.

Case.	Size.	Per Doz.
Cleveland's—Dime	.....	\$ 0 93
" "	1 lb.	1 33
" "	2 lb.	1 90
" "	3 lb.	2 45
" "	4 lb.	3 45
" "	5 lb.	4 65
" "	6 lb.	5 20
" "	8 lb.	6 65
Barrels—When packed in barrels one per cent. discount will be allowed.		
WHITE SWAN SPICES AND CEREALS LTD.		
White Swan Baking Powder—		
1-lb. tins, 3-doz. in case, per doz.	.....	2 00
1-lb. " "	.....	1 50
1-lb. " "	.....	0 8

Sites.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Gillett's Mammoth, 1/2 gross box	.....	2 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00	
The King's Food, 2-doz. in case, per case, \$4.80	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.00.	
White Swan Self-rising Pancake Flour, per doz., \$1.00.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—		
Perfection, 1-lb. tins, per doz.	.....	\$1 50
Perfection, 1-lb. per doz.	.....	2 40
Perfection, 1-lb. per doz.	.....	1 30
Perfection, 10c size 5-lb. tins	.....	0 90
per lb.	.....	0 37
Solu. le, bulk, No. 1, per lb.	.....	0 20
Solu. le, bulk, No. 2, per lb.	.....	0 18
London Pearl, per lb.	.....	0 22
Special quotations or Cocoas in bbls. kegs, etc.		



Fly Pads.

Wilson's Fly Pads, in boxes of 50 10c packets, \$3 per box, or three boxes for \$8.

5 boxes \$ 75

Unsweetened Chocolate—	Per lb.
Plain Rock, 1/2 & 1/4 cakes 12-lb. boxes	0 36
Perfection chocolate, 10c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—	
Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb.	0 31
Queen's Dessert, 1/2's, 12-lb. boxes	0 40
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's	0 30
Royal Navy, 1/2's & 1/4's, boxes, per lb.	0 31
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" " " " " "	0 25
" " " " " "	0 28

Ingredients for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in box, per dozen	0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers No. 1, " "	0 31
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 38

BEHNDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case	per doz., \$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	9 00

EPFRA.

Agents, O. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S

R. S. Molndoe, Agent, Toronto, Arthur M. Loucks, Ottawa, J. A. Taylor, Montreal, Jos. E. Husley, Winnipeg, R. J. Bedington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.C.	
--	--

MOTT'S DIAMOND CHOCOLATE

Elite, 10c size (for cooking), doz	0
Prepared cocoa, 1/2's 0 28	
Prepared 1/4's	0 28
Mott's breakfast cocoa, 10c. size	90 per dz.
breakfast cocoa, 1/2's	0 38
" " " " " "	0 38
" No. 1 chocolate, 1/2's	0 32
" Navy " " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5c, per box	3 00

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.	
1 lb. packages	0 36	
1 lb. " "	0 27	
1 lb. " "	0 28	
1 and 1/2 lb. packages assorted	0 26	
1 and 1/2 lb. " "	0 27	
1 lb. packages assorted in 5 lb. boxes	0 28	
1 lb. " "	0 29	
1 lb. " "	0 30	
Bulk—		
In 15 lb. palls and 10, 25 and 50 lb. boxes.	Palls. Tins. Bbls.	
White Moss, 4 1/2 strips, 0 10	0 11	0 17
Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 17	0 17
Macaroon	0 17	0 17
Delectated	0 16	0
White Moss in 5 and 10 lb. square tins, 5c.		

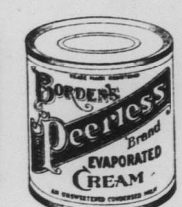
WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, palls	0 16
Shredded	0 15
In packages 5-oz., 4 oz., 2-oz., lb.	0 28

Condensed Milk.

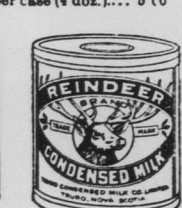
BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
Case. Doz.	
"Eagle" brand (4 doz.)	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 00
Reindeer brand per case (4 doz.)	5 00



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 14
Golden Blo.	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy	0 30
Glass Jar, ground	0 22
German Dandelion, 1/2 and 1 lb. tins, ground	0 18
English Breakfast, 1 lb. tins, ground	0 18
THOS. J. LIPTON retail wholesale	
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Blend.



1-lb. decorated tins, 23c. lb	
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 1-lb. tins	28c. lb.
Mo-Ja, 2-lb. tins	28c. lb.

Cafe des Epiceurs—1-lb. fancy glass jars, per doz., \$3.50.	
Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.	
Presentation, with 3 tumblers, \$10 per doz.	



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese—Imperial

Large size jars, per doz.	\$3 25
Medium size jars, " "	4 80
Small size jars, " "	2 40

Individual size jars... per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00
Roquefort—	
Large size, doz.	2 40
Small size, " "	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
No. 2, " "	0 26
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.O.B. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD.

Imperial Peanut Butter "Bobs," the Perfect Confectionery.	
Large size, cases, 25 cartons	\$3 50 each
Small " " " " " "	3 60
Assorted, cases, 25 small, 12 large	3 55
Net 30 days.	

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20. All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 04
500 books to 1000 books	each 03
For numbering cover and each coupon, extra per book 1/4 cent.	

Cleaner.

4-oz. cans	\$ 0 90
8-oz. " "	1 35
10-oz. " "	1 85
Quart	3 75
Gallon	10 00

Wholesale Agent: The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & OIE, LTD.

"Vite" Pasteurized Extract of Beef. Per case	
Bottles 1-oz., case of 2 doz	\$3 20
" " " " " "	3 00
" " " " " "	4 50
" " " " " "	4 75
" " " " " "	5 00

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " " " "	1 4
" " " " " "	1 11
" " " " " "	2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
" " " " " "	1 75
" " " " " "	2 00
" " " " " "	3 00
" " " " " "	3 75
" " " " " "	5 00
" " " " " "	10 00
" " " " " "	18 00
Discounts on application.	

Jams and Jellies.

BATCHELOR'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	\$ 20
THOMAS J. LIPTON	
Prices on application.	

R. UPTON & CO.

A GROCER'S CO-OPERATION



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real, live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



**"COBRA"
POLISH**

What "The Lancet" says:

"Cobra" Boot Polish has just been analysed by Dr. Ed. Nihaul, Professor of Industrial Chemistry at the University of Liege, and he has recognised that the Polish does not contain lamp-black or any acid substance. This is important so far as the preservation of the leather is concerned, but from the health point of view the Polish does not close up the pores of the leather, so that the feet keep fresh and cool.

—Septemb r 6th, 1905.

SHOE POLISH

from the health point of view

"COBRA" Polish instantly commends itself to those who appreciate the difference between health preserving, hygienic shoe dressing which keeps footwear in good condition, and the destructive compounds made of acids, oils, treacle and soot known as "Blacking."

Lay in a little stock of COBRAS

STOCKED BY

Charles Parsons & Son - Toronto
79 Front Street East

Let Us Give You the Best Book on Salesmanship

We will give a cloth-bound copy of this book to every subscriber of this paper who sends us one NEW, PAID-IN-ADVANCE subscription to this paper.

THE book is "Men Who Sell Things," by Walter D. Moody, of Chicago. Mr. Moody is a salesman who has made good. His book is acknowledged by the leading business men on this continent to be the most practical, interesting, entertaining book ever written on the subject of Salesmanship. He is now the business manager of the Chicago Chamber of Commerce—the largest body of business men in the world. His book will help you to sell more goods. Just get a fellow tradesman to subscribe to this paper through you and we'll send the book by return mail.



THE MacLEAN PUBLISHING CO.

Subscription Department
TORONTO - CANADA

It Adds to Your Reputation

2-in-1

The Polish of Preference

Ninety per cent of the grocers in Canada sell this famous footwear preparation. They know that it is not only the best known and best liked, best advertised and best wearing but that it requires no drumming up to sell.

Are you stocking this rapid moving, profit paying, and satisfaction giving article?

The F. F. Dalley Co., Limited -- Hamilton, Canada -- Buffalo, N.Y.



Picnics

B

LIME J

JUST

ORDER

ROSE &

MONTREAL

3-lb. wood pulp
Pure assorted jam, 1-lb. glass
doz in case

Jelly Powder

IMPERIAL DESSERT



Assorted flavors—gro
MacLaren Imperial Cheese



Assorted Case, Conta
Assorted Case, Conta
Lemon (Straight) Conta
Orange (Straight) Conta
Raspberry (Straight) Conta
Strawberry (Straight) Conta
Chocolate (Straight) Conta
Cherry (Straight) Conta
Peach (Straight) Conta
Weight 7 lbs. to case of Freigh

Soap

The GENUINE. Packed in



Prices—Ontario and
Less than 5 cases
Plus cases, or more

FOR
Picnics, Camping, Yachting
ETC.

BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:

ROSE & LAFLAMME, LIMITED

MONTREAL

TORONTO

5-lb. wood pulp..... Per 0.06
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1.75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.



Assorted Case, Contains 4 doz \$3.60
Assorted Case, Contains 2 doz \$1.80
Lemon (Straight) Contains 2 doz \$1.80
Orange (Straight) Contains 2 doz \$1.80
Raspberry (Straight) Contains 2 doz \$1.80
Strawberry (Straight) Contains 2 doz \$1.80
Chocolate (Straight) Contains 2 doz \$1.80
Cherry (Straight) Contains 2 doz \$1.80
Peach (Straight) Contains 2 doz \$1.80
Weight 7 lbs. to case @ freight rate, 9d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... 5.00
Five cases, or more..... 4.95



List price
'Shirriff's' (all flavors), per doz. 0
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

3 tierces.... \$0.10
1-bbls.... 0.11
Tubs, 60 lbs. 0.11
20-lb. Pails. 2.25
20-lb. tins.. 2.15
Cases 3-lb.. 0.11
" 5-lb.. 0.10
" 10-lb.. 0.10



F.O.B. Montreal.



GUNNS
"EASTFIRST"
LARD COMPOUND.

Tierces... 0.11
Tubs... 0.10
20-lb. pails... 0.10
20-lb. tins... 0.10
10-lb... 0.10
7-lb... 0.10
3-lb... 0.11

List price

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.... per lb. \$0.40
Fancy boxes (88 or 90 sticks).... per box 1.75
"Winged" 5-lb. boxes.... per lb. 0.40
"Aero" pellets, 5-lb. cans.... per can 2.00
" (fancy boxes 60) per box 1.50
Tar licorice and Tolu wafers, 5-lb. cans.....per can 2.00

One Nice Thing About
Quaker Salmon

is the fact that year after year the quality never varies—ever uniformly excellent.

That's because we always insist upon getting
ONLY THE BEST

Salmon from the Fraser and Skeena Rivers.

You can **GUARANTEE QUAKER SALMON.**

PRICES FROM

Mathewson's Sons
WHOLESALE GROCERS
202 McGill Street, - Montreal

Licorice lozenges, -lb. glass jars... 1.75
" 20 5-lb. cans..... 1.50
"Purity" licorice 10 sticks..... 1.45
" 100 sticks..... 0.75
Dnic large cent sticks, 100 in box.....

Lye (Concentrated)

GILLET'S PERFUMED. Per case
1 case of 4 dozen..... \$3.60
3 cases of 4 dozen..... 3.50
5 cases of same..... 3.40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case .. per doz \$1.00
16-oz. glass jars, 2 doz in case .. 1.40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0.07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2.00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1.55
2-lb. " " " 2.80
4-lb. tins, " " 4.65
7-lb. " " " 7.35
"Shredded"—
1-lb. glass, doz.... 1.90
2-lb. " " " 3.10
7-lb. tins, " " 5.35



THOMAS J. LIPTON
Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz..... \$0.95
Parrot Food, 1 lb. pkts., 1 doz cartons 0.45
Parrot Food, 2-lb. pkts..... 1.35
Bird Cage Sand, about 1 1/2-lb. bags, 1-gross cases, per doz..... 0.30
B'rd Cage Grit, about 1 1/2-lb. bags, 1-gross cases, per doz..... 0.30

Mince Meat

Wetley's condensed, per gross net.. \$12.00
percentage of 5 doz. net..... 3.70



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream-family size, per case..... \$4.70
Ditto, hotel..... 4.90
Silver Cow Milk 5.00
Purity Milk..... 4.70
Good Luck..... 4.10

Mustard

COLMAN'S OR KEEN'S
D.S.F. 1-lb. tins..... per doz. \$ 1.40
" 1-lb. tins..... " 2.50
" 1-lb. tins..... " 5.00
Durham 4-lb. jar..... per jar 0.75
" 1-lb. jar..... 0.25
F.D. 1-lb. tins..... per doz. 0.85
" 1-lb. tins..... 1.45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts 12's..... \$ 5.75
" pts 24's..... 6.50
" 1-pts 24's..... 4.25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
1-pint bottles, 3 & 6 doz., per doz..... 0.90
pint " 3 doz..... 1.75

THOMAS J. LIPTON
Prices on application

Soda

COW BRAND

Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs per box \$3.00
Case of 50 pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND Per case

No. 1, cases 60 1-lb. packages..... \$ 2.75
No. 2, " 120 1-lb. " "..... 2.75
No. 3, " 30 1-lb. " "..... 2.75
" 60 1-lb. " "..... 2.75
No. 5 Magic soda—cases 100—10-oz. pkgs
1 case..... 2.85
5 cases..... 2.75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maple soap, colors	per gross	10 30
" " black	"	15 30
Orion soap	"	15 30
Gloria soap	"	15 30
Straw hat polish	"	18 30



3 doz. to box \$3 45
6 doz. to box \$6 90
30 days.



1 Box Price \$4.00
5 Box Price \$3.90
Freight paid on 5 box lots.



Or Quick Naphtha Soap (100 bars) in 5-cup lots (delivered) - \$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.		
Laundry Starches—	per lb	
No. 1 White or blue, 4-lb. carton	\$0 07	
No. 1 " " 4-lb. "	0 07	
Canada laundry	0 06	
Silver gloss, 8-lb. draw-lid boxes	0 08	
Silver gloss, 8-lb. tin canisters	0 08	
Edward's silver gloss, 1-lb. pkg.	0 07	
Kegs silver gloss, large crystal	0 07	
Benson's satin, 1-lb. cartons	3 74	
No. 1 white, blue and rose	0 04	
Canada White Gloss, 1-lb. pkg.	0 06	
Benson's enamel	per box 1 50 to 3 00	
Culinary Starch—		
Benson & Co.'s Prepared Corr	0 07	
Canada Pure Corn	0 07	
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.	0 10	
" " " or blue		

BRANFORD STARCH WORKS, LIMITED
Ontario and Quebec.

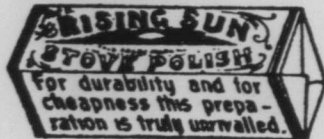
Laundry Starches—		
Canada Laundry, boxes of 48-lb.	\$0 06	
Acme Gloss Starch—		
1-lb. cartons, boxes of 48 lb.	0 04	
Finest Quality White Laundry—		
1-lb. Canisters, cases of 48 lb.	0 06	
Barrels, 250 lb.	0 74	
Kegs. 125 lb.	0 04	

Lily White Gloss—		
1-lb. fancy cartons, cases 50 lb.	0 08	
5-lb. toy trunks, 5 in case	0 08	
5-lb. enameled tin canisters, 5 in case	0 08	
Kegs. or crystals, 100 lb.	0 07	
Brantford Gloss—		
1-lb. fancy boxes, cases 50 lb.	0 06	
Canada White Gloss Starch—		
Boxes of 48 fancy pkg.	0 08	

For charges for inserting quotations in this dept, apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Stove Polish.

Rising Sun, 5-oz. cakes, 1-gross boxes	\$8 50
Rising Sun, 5-oz. cakes, gross boxes	4 50
Sun Fast, 1-lb. size, 1-gross boxes	10 00
Sun Fast, 1-lb. size, 1-gross boxes	5 00



For durability and for cheapness this preparation is truly unrivalled.

JAMES DOME BLACK LEAD
Per gross
5a size \$2 40
2a " 3 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.

Barrels, 700 lbs.	0 03	per lb.
Half-barrels, 350 lbs.	0 03	"
Barrels, 175 lbs.	0 03	"
Pails 25 lbs.	1 30	each
" 36 lb.	1 80	"
Plain tins, with label—		
1 lb. tins, 2 doz. in case	2 50	Per case.
" 5 " " " "	2 35	"
" 10 " " " "	2 75	"
" 20 " " " "	2 70	"
(5, 10 and 20 lb. tins have wire handles.)		

Teas

THE "SALADA" TEA CO.

Wholesale Retail



Brown Label, 1's and 1/2's	\$0 25	\$0 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1's and 1/2's	0 44	0 60
Red-Gold Label, 1/2's	0 55	0 80

Geo. E. Bristol & Co.,
Hamilton, Ont.



EMPIRE PACKAGE TEA

Cas 30 and 50 lbs. each—
Black, Mixed, and Green Ceylon.

25c	1s, 20c	21c
30c	1s and 1/2s	23c
40c	1s and 1/2s	25c
50c	1s and 1/2s	35c
75c	1s and 1/2s	50c



Blue Label, 1's	0 21	0 24
Orange Label, 1's and 1/2's	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and 1/2's	0 28	0 48
Brown Label, 1's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1's	0 40	0 60

LAFORTE, MARTIN & OIE, LTD.

Japan Teas—	
Victoria, 1/2-c, 90 lbs	0 25
Princess Louise, 1/2-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19



BLUE RIBBON TEA CO. MONTREAL

Yellow Label, 1's	0 30	0 25
Green Label, 1's and 1/2's	0 21	0 25
Blue Label, 1's and 1/2's	0 24	0 30
Red Label, 1's, 1/2's and 1/4's	0 30	0 35
White Label, 1's, 1/2's and 1/4's	0 30	0 50
Gold Label, 1's and 1/2's	0 42	0 60
Purple Label, 1's and 1/2's	0 55	0 80
Embossed, 1's and 1/2's	0 97	1 00



RAM LAL'S PURE INDIAN TEA

Pink Label, 1's and 1/2's	30c.	40c.
Gold Label, 1's and 1/2's	35c.	50c.
Lavender Label, 1's and 1/2's	42c.	60c.
Green Label, 1's and 1/2's	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	36c. each	50c. each
Gold Label, 1's 118c ea. 36 lb.	25c ea. 50 lb.	
Red Tins, 1's	35c ea. 70 lb.	50c ea. 100 lb.
Red Tins, 1/2's	18c ea. 72 lb.	25c ea. 100 lb.



MELAGAMA TEA

MINTO BROS., 45 Front St. East

Black, green, mixed, 1/2's	0 70	1 00
" " " "	0 55	0 80
" " " "	0 44	0 60
" " " "	1 lb. & 1/2. 0 40	0 60
" " " "	1 lb. & 1/2. 0 38	0 50
" " " "	1 lb. & 1/2. 0 30	0 40
" " " "	1 lb. & 1/2. 0 32	0 40
" " " "	1 lb. & 1/2. 0 25	0 30
" " " "	1 lb. & 1/2. 0 24	0 30

We pack Japans in all grades at same prices. We pack in 50 and 100 lb. cases. All delivered prices.



KOLONA PURE CEYLON TEA

Black Label, 1-lb., retail at 25c.	0 20
" " " "	0 21
Blue Label, retail at 20c.	0 23
Green Label, " "	0 30
Red Label, " "	0 35
Orange Label, " "	0 42
Gold Label, " "	0 55

RIDGWAYE.

London, Vancouver Winnipeg and Ceylon



Wholesale. Retail.
Capital Household, 1's and 1/2's 0 40
Old Count, 1's and 1/2's 0 35
5 o'clock, 1's and 1/2's 0 42
H.M.B. 1's and 1/2's 0 15
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



WOOD'S PURE PACKAGE TEA
THOMAS WOOD & CO.
Montreal and Boston

Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40
Pack in 1-lb. tins. All grades—either black, green or mixed.		

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.	
Chewing—Black Watch 5s.	36
Black Watch 11s.	38
Bobs 5s and 10s.	38
Bully 6s.	44
Currency 5 1/2s. and 10s.	38
Stag 5s.	44
Old Fox 12s.	44
Pay Roll Bars 7 1/2s.	58
Psy Roll 7s.	56
Plug smoking—Shamrock 6s. plug or bar	45
Rosebud Bars 6s.	45
Empire 5s. and 10s.	38
Amber 8s. and 3s.	60
Ivy 7s.	50
Starlight 7s.	10
Cut Smoking—Great West Pouches, 7s.	51

JOS. OOTE, QUEBEC.

St. Louis (union), 1-20	\$33 00
St. Louis, 1-40	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-40	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-40	55 00
El Sergeant, 1-100	55 00

Out tobacco.	
Petit Havana, 1-12-1-6	0 40
Queen, 1-4, 1-4	0 45
" 1-9	0 45
Oote's Choice Mixture, 1-lb. tins.	0 15
" " " "	0 15
" " " "	0 15

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	\$18 00
Absorbine Jr., per dozen	18 00
Yeast.	
Royal yeast, 3 doz. 5 cent. pkgs.	\$1 10
Gillett's cream yeast, 3 doz. in case	1 10

SP

San

Tomatoes.

Ap

Sanitary

For Color F

Strawberries

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Sanitary

Niagara

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moderate

PICKFO

Tell your Doggy Customers that you Stock

Spratt's ^{MEAT} "FIBRINE" Dog Cakes

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch - 13 St. Therese Street, St. Gabriel's, Montreal.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Black-
berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Tap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, . . . Ontario

Brunner Mond & Co.'s

WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

SOLE AGENTS FOR CANADA

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S ^{The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Is. Canisters} 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, 644 Craig Street
MONTREAL.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own. Profits right from the start, and Prizes. No money required to begin. We will mail to you FREE 5 copies of our publication. These can be sold and will provide the capital for the next week's supply. The work is easy. You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

In point of quality
the

SALT

we sell stands at the
head

Let us know your wants

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

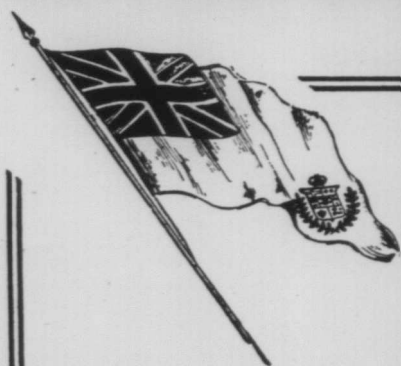
WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

Are you using
our

Free Phones?

4 of them

WE INVITE YOU

SPICES

We have a special offer. It will interest you. Enquire.

Diamond Crystal Shaker Salt

NEVER CAKES

Put up 24/2s in a case

DIAMOND CRYSTAL SALT

"THE SALT THAT'S ALL SALT"

In 5c., 10c. bags Table Salt

In 14, 28, 56 lbs. Dairy Salt

BEST QUALITY

A GOOD PROFIT TO THE RETAILER

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON,

ONTARIO

CA

A

Montreal: 701-702 East

VOL. XXIII.



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In your own

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EDW

53 Front St.